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AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

JULY 1, 1951



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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

VOL. XCIV No. 1

JULY 1, 1951

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Forms for the July 15 Special A. A. N. Convention Number close Monday, June 25.

Full Report of A. A. N. Convention in August 1 issue. Forms close Friday, July 20.

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AMERICAN NURSERYMAN

F. R. KILNER, *Editor and Publisher*

Joan L. Kilner, *Assistant Editor*

Editorial

REACTIONS TO PRICE CUTS.

Interesting reactions have developed from the local price wars which have broken out since the decision of the Supreme court, late in May, in regard to fair trade agreements. In a suit brought by a whiskey-distilling company against a Louisiana retail liquor dealer, the court ruled that retailers which had not signed fair trade agreements were not bound by them.

The resultant price battle between New York city's two largest department stores gained news stories, if not headlines, in newspapers across the country. In other localities, drug, department, jewelry and household appliance stores followed suit and similarly slashed prices on nationally advertised, fixed price merchandise.

But while the public took advantage of the bargains offered and some of the price cutters moved large quantities of merchandise, other reactions indicated that public and business sentiment has changed markedly from the old days when price competition was seen on every hand.

Statements of some manufacturers indicated that the price cutters might find their sources of supply jeopardized when they attempted to replace the items sold at bargain prices. Some corporations notified dealers that the right was reserved not to sell to stores that cut prices drastically as part of a price war. Other manufacturers awaited advice from their legal departments before taking action.

A possible political aspect was seen in the demand of a New York Democratic congressman for a congressional investigation of prices and profits, asserting that the ability of the large department stores to slash prices "shows they have been gouging customers" previously in charging the higher prices.

Manufacturers of nationally distributed merchandise, if they contemplated no restrictive or legal action, termed the price cutting a foolish action, because when the relatively limited stocks of sharply reduced items are sold, the prices will have to be restored. In some cases replacement costs will be high-

er than that of the merchandise sold at cut prices. Retail merchants generally seemed wary.

Higher costs of merchandise have caused nurserymen, in common with other businessmen, to be cautious in cutting prices. Markups are not so liberal as in days of yore, and the profit sacrificed in a bargain sale is difficult to make up at another time.

In legislation in the past two decades, the government has more or less given its blessing to fair trade agreements and fixed prices. While this may have been mitigated by court decisions, such as that mentioned above, and by activities of the antitrust division of the Treasury Department, the public has become used to paying the same price for the same merchandise in different stores. In consequence, even if price cutting was ever an effective means of sales promotion, it now apparently shows the influence of the new environment which has encompassed all branches of the business community, and the public as well, in recent years.

PERSONAL DEBTS HIGH.

Retail merchants in nearly every line have noted a reluctance on the part of the public, in the past few months, to spend as freely as in previous seasons. Part of the cause is thought to be a reaction from the scarce buying earlier. Another may be realization of the record size of the debts of individuals for homes and consumer goods. These borrowings by the public have risen 129 per cent in the past five years to a record \$79,500,000,000, the Institute of Life Insurance recently reported.

"By far the biggest single element in aggregate personal debt is home mortgages," the institute said. "Reflecting the record building boom of the last few years, combined with sharply higher home prices and easy credit terms, the total of mortgages on 2 to 4-family units added up to a record \$44,000,000,000 at the end of 1950, or more than double the \$19,200,000,000 outstanding five years before."

The institute said the second largest element in individual debt is consumer credit, which topped \$20,000,000,000 at the end of 1950, compared with \$5,600,000,000 at the close of 1945.

The Mirror of the Trade

WINTER INJURY.

Ample evidence of the current strong retail demand for nursery stock appears in the reports of mid-western nurseries whose volume of business the past spring equalled that of a year ago in spite of the fact that some items were severely reduced in supply by the intense cold of the past winter. Damage to yews was so intense that many plants were killed outright and many that survived were so thoroughly browned that a couple of seasons will be required to put them in salable shape again. Lining-out stock of both evergreens and some flowering shrubs incurred heavy losses in places, while damage to leaf and flower buds was common.

Writing in the bulletin of popular information of the Morton Arboretum, at Lisle, Ill., E. L. Kammerer made the statement: "In view of the severity of the winter just past, it would seem justifiable to make the statement that any plant which withstood the prolonged and intense cold without injury might be regarded as entirely hardy in the Chicago area."

Primarily the damage was done by the sudden and severe cold last Thanksgiving day, when the temperature in suburban Chicago dropped to 10 degrees below zero. The following three months were marked by many sub-zero days during an unusually prolonged cold winter for Chicago, and on one or two days of each month the temperature dropped below the low figure at Thanksgiving time.

More than temperature is involved in hardiness, as is well known now. Some plantings survived, and even thrived, not far from others severely damaged or killed outright. Difference in exposure is important, as are also the character of soil and moisture condition. Hence, sweeping statements or generalities are subject to contradiction. Some plants reputedly tender showed no damage, while, as already stated, plants of the same species, variety and size fared differently from one place to another.

ANNOUNCEMENT has been made of the marriage of Rossi Ann Stiles to Edward Lawrence Baker, Jr., son of Mr. and Mrs. E. L. Baker, of Baker Bros. Nursery, Fort Worth, Tex. The wedding was held June 9 at Lubbock, Tex.

Ante Bellum Homes at Natchez

The special tour train from Chicago to the annual convention of the American Association of Nurserymen at New Orleans will stop Friday, July 13, at Natchez, Miss., so that conventioners may make an afternoon tour of the ante bellum homes there. Named for the Indian tribe which inhabited the land when La Salle claimed the Mississippi for the French crown, Natchez still clings to traditions of the old south, and its further distinction lies in its houses built during colonial days and up to the Civil War period. Annually in March the two local garden clubs, the Natchez Garden Club and the Pilgrimage Garden Club, sponsor the Natchez Pilgrimage. With normal weather, flowers typical of the deep south are in bloom then. Hostesses in costumes of the Civil War period welcome visitors to the thirty houses that still treasure relics of that era. A brilliant pageant recreates Confederate days for pilgrimage visitors.

The name Natchez at first applied to a large area which has since become several counties. The town's first buildings were at the bottom of the hill on which the city is now built; hence it was often called Natchez-under-the-Hill. When the Spanish laid out the town at the top of the hill in 1790, ascending loops were formed at the end of the three streets which ran parallel to the river and, by the end of the first quarter of the eighteenth century, most of the population had moved up the hill. Since then the river has slowly encroached until there is little left of Natchez-under-the-Hill which has not caved into the water.

Possession of Natchez, after early exploration by De Soto and colonization by La Salle, changed from the French, whose wealthy families obtained royal land grants and began tobacco planting, to the English, who gained possession of it by treaty in 1763 and established a southern gentlemanly mode of living, and finally to the Spanish, who encouraged planting and commerce and brought to the city aristocratic families, wealth and culture. In 1798 the district became a territory of the United States and part of the cotton land of the south. From then until the Civil War Natchez was the center of a golden age of good living and of romantic life during steamboat days, the pride of a cotton empire. During this period the spirit of ante bellum Natchez was captured in the archi-

tecture and furnishings of its homes.

As in any location reveling in the past, legends are many at Natchez. Some of them concern the Devil's Punch Bowl, an immense semicircular pit north of the city similar to that on the Isle of Elba, where Napoleon was a prisoner. About the bowl there are many tales of runaway slaves, river pirates and buried treasure, and many men have dug in vain for gold thought to be buried in the basin.

Aside from legends about the bowl, another popular belief is that Princess Marie Torlonia is the guardian angel of Natchez. There may even be some old inhabitants who still cross themselves at the sound of St. Mary's chimes. Princess Marie was the wife of Prince Alex Torlonia of Rome who, in 1849, decided to give a bell to Bishop Chanche for the cathedral at Natchez. On the night the bell was cast, the prince and princess and a group of friends went to the foundry. The princess was especially moved because her younger brother had lost his life in the Natchez country and was buried there. As she looked at the molten metal, she threw her wedding ring into it and prayed that at Natchez people of all nations might live together in peace and happiness. Thus, in some mysterious way, Marie Torlonia is supposed to be wedded to the city, and good fortune awaits those born within sound of the chimes of St. Mary's.

Had she known more about Natchez, Princess Marie might have prayed for the city a few years earlier, when the Harp brothers and the Mason gang, the most dangerous of the river pirates, were preying on early settlers, and in 1835, when Murrell's gang was planning to lead an uprising among the slaves throughout the south. The first place to be attacked was Natchez and the date was set for Christmas day. Murrell, however, was arrested for a minor offense and his men, fearing that someone might learn of the plan, moved the date of the attack to July 4. It was not until toward the end of June that a planter's wife overheard a slave nursemaid discussing the planned uprising. After questioning both the nursemaid and another slave, the planter learned that slaves on each plantation were to slaughter their master and their master's families, then sack and burn houses until the whole country was theirs. Of course, Murrell would eventually have escaped with the loot.

Most of the early history of Natchez is in some way connected with its ante bellum homes. Probably the three of these which have excited most interest and have been most written about are Windy Hill Manor, the Briers and Rosalie. Windy Hill Manor, then owned by Col. Benjah Osmun, was the retreat Aaron Burr found after his first arrest for treason. The Briers, a typical Mississippi



Melrose, Best Preserved of the Ante Bellum Mansions at Natchez.

plantation house set on a bluff almost separated from the mainland by bayous, was the scene of the wedding of Jefferson Davis and Varina Howell. In recent years the drive, which curves into a heart before the entrance of the Briers, has been bordered by red roses. The bluff toward the river has been made into a park-like area from which can be seen many miles of land and river, and flowering shrubs and trees emphasize the charm of the old house, supposedly built in 1823.

The third of the famous three, Rosalie, will be visited by conventioners during their afternoon tour of Natchez. It stands near the site of Fort Rosalie, which was built in 1716 by the French and burned in the Indian massacre of 1729. During the English rule the fort was rebuilt, and during the Spanish rule it became their military headquarters. In 1798 the American flag was raised over the fort, and between 1820 and 1823 Peter Little built the house which took its name. Rosalie is of home-burned brick erected in the Georgian style. During the occupation by federal troops it served as General Grant's headquarters. It was recently purchased by the Mississippi Society Daughters of the American Revolution, who intend to restore it to its original state before commerce slowly encroached on the grounds. The society has torn down a warehouse which was built on the estate, and a friendship garden, composed of gift plants from historic places, is to be planted to take its place. The western portion of the former garden will be opened to permit the landscaping of the bluffs and give an unobstructed view of the river.



Rosalie, Headquarters of the Union Army During the Civil War.



Montaigne, surrounded by grounds landscaped with roses, azaleas and camellias that match its classic perfection.

The oldest home to be visited by conventioners is Cherokee, which antedates most of the larger mansions at Natchez. The rear section was erected in 1794 during the Spanish regime by Jesse Greenfield, whose brother, David, made the first cotton gin in the southwest. The Greek revival front was added some twenty years later by David Michie, who is mentioned in Thwaites' "Early Western Travels" as setting the best table in the Natchez area. Cherokee is noted for its interesting cross halls and graceful winding stairs. The present owner, Mrs. Charles J. Byrne, is a great-granddaughter of George Metcalfe, a leader in the Lopez expedition for the freeing of Cuba in 1851. Among her possessions are letters Lopez wrote from his Spanish dungeon after the failure of the expedition.

Conventioners will also visit Twin Oaks, which, like Rosalie, was occu-

pied by federal troops during the Civil War, when "Spoon" Butler encamped his men on the grounds and used priceless lace curtains to tether his horses to the shrubbery. In early pioneer days it was the scene of fierce Indian battles. Two oak trees, still alive on the lawn, gave Twin Oaks its name and were often used as identifying marks in deeds. The house was built between 1812 and 1814 and, like most of those of the territorial period, is of modified classic design, with brick walls, a wide portico and square pillars supporting it.

All of the early owners of Twin Oaks were persons of importance. During the Civil War and after, however, fortunes dwindled and the estate changed hands several times. In 1869 an assignee in bankruptcy transferred ownership to H. M. Gastrell. Through inheritance, Twin Oaks became the property of William Barton and was for many years known as the Barton Home. Mrs. Barton, a talented artist, tended the garden which Mrs. Gastrell had replanted after the war. When Mrs. Barton died, Twin Oaks was closed and remained unoccupied for almost ten years.

Finally it was purchased from Barton heirs by Dr. and Mrs. Homer A. Whittington, who restored it to its original condition. One of the workmen whom the Whittingtons hired accidentally dropped some acid on the hardware and thus discovered that most of the escutcheons, locks and rosettes are of Sheffield silver. The twin parlors are furnished with a 14-piece suite of hand-carved rosewood from a French chateau. The rarest furnishing, however, is an eighteenth century Buille cabinet, constructed of ebony with inlays of

[Continued on page 44.]

Plans Completed for A.A.N. Convention

New Orleans will welcome about 1,000 nurserymen, their families and guests July 14 to 19 for the seventy-sixth annual convention of the American Association of Nurserymen, at the Roosevelt hotel. They will arrive by train, plant and motorcar, many of them on the A. A. N. special convention train originating at Chicago.

While formal convention business does not commence until Monday morning, July 16, allied groups will start sessions Friday, July 13. The names of the various organizations, together with the times and places for their meetings, are listed on page 11 in the complete program schedule for the convention.

A. A. N. General Sessions.

Convention business will begin Monday morning, July 16, with a meeting of the board of governors. The board will hold other sessions Wednesday, July 18, and Thursday, July 19. In past years only morning sessions have been held on the last two days, but this year the heavy agenda calls for an all-day meeting Wednesday and possibly the same on Thursday. Wednesday afternoon the board will consider a policy statement on regulation of landscaping by law, commercial exhibits versus direct appropriations, proposed revisions of the quarantine act of 1912, establishment of an A. A. N. research foundation, methods of selecting convention cities and hotels, farm forestry policy, format of the annual proceedings and the establishment of a credit-reporting service. Final action on these will be taken Thursday, July 19.

Public Works Director Speaks.

The man who will talk on "The Mississippi River Parkway" at the afternoon session Wednesday, July 18, is known throughout Louisiana as an expert on the state's No. 1 asset and liability, water. He is Col. J. Lester White, Baton Rouge, director of the state department of public works and also a member of the city-parish planning commission of Baton Rouge.

Louisiana's needs in the federal flood control program were outlined by Colonel White before a congressional committee at a hearing at Washington, D. C., in February. Earlier that month he filled an assignment with the army at Fort Sam

Houston, Tex., as head of an officer group studying procurement utilization for essential civilian services including transportation and communication to plan for most expeditious mobilization both for industry and the military in case of a national emergency.

After graduation from the University of Louisiana, Colonel White was employed in the engineering department of the Southern Pacific, L & A and Red River & Gulf railroads. His work was interrupted by seventeen months' service overseas in World War I, during which he rose



Col. J. Lester White.

to the rank of captain. Upon his return to civilian life Colonel White went into general engineering practice and took a leading part in design and construction of several highway systems in Louisiana. His practice received recognition in some engineering articles and some of his features of design were incorporated in a textbook published by the dean of engineering at an eastern college.

When the Louisiana state planning commission was organized in 1936, Colonel White was appointed to head it, and he served as chairman and director for four years. In 1940 he was called by the army, serving first as occupational adviser to the state selective service system and later as chief of the review and appeal division at Jackson Barracks, New Orleans, where he was separated from the armed forces in 1947. Before accepting his present position as director of the department of pub-

lic works, Colonel White was employed in an administrative position by the Ethyl Corp., Baton Rouge.

Educational Day.

Tuesday, July 17, has been set aside as educational day. There will be separate meetings for landscape nurserymen, growers and association secretaries.

The National Landscape Nurserymen's Association will hold its annual meeting hearing five speakers and conducting association business, as was announced in the preceding issue and as outlined in the program schedule on page 11.

Growers' Discussions.

Concurrently in another room of the hotel will be morning and afternoon sessions for growers, which are coming to be a feature attraction of the serious side of the convention. The sessions will be devoted to three panel discussions. A tentative list of the moderators and panel members appeared in the preceding issue, but this has been somewhat amended, as follows:

Peter J. Cascio, of Peter Cascio Nursery, West Hartford, Conn., will be moderator for the panel on "Retail Merchandising." Members will be Richard Wyman, Jr., Wyman's Framingham Nurseries, Framingham, Mass.; Charles Armstrong, Capital Nursery Co., Sacramento, Calif.; Norman J. Scott, Brookdale-Kingsway, Ltd., Bowmanville, Ont., and Hugh Wolfe, Wolfe Nursery, Stephenville, Tex.

Lewis Bookwalter, of Berryhill Nursery Co., Springfield, O., will moderate the discussion on "Production Cost-saving Devices," and panel members will be Albert B. Flemer, F & F Nurseries, Springfield, N. J.; Richard R. Bloss, Jr., Sneed Nursery Co., Oklahoma City, Okla.; Willis Stribling, Stribling's Nurseries, Merced, Calif., and Joe Abrahamson, Mount Arbor Nurseries, Shenandoah, Ia.

John D. Siebenthaler, of the Siebenthaler Co., Dayton, O., will moderate the 3-part discussion on "Shade Trees—New and Old." Discussing "New Trees for Streets and Small Homes" will be Edward Scanlon, commissioner of street trees, Cleveland, O.; "The Demand Outlook," L. C. Chadwick, Ohio State University, Columbus, O.; "New and Old for the South," James Foret, South-

western Louisiana Institute; "For the West Coast," Ray Hartman, Leonard Coates Nurseries, San Jose, Calif., and "For the Northeast," William Flemer III, Princeton Nurseries, Princeton, N. J.

Since the convention is being held in the deep south in the heart of the camellia country, a camellia growers' meeting also has been scheduled for Tuesday afternoon. Herbert C. Swim, of Armstrong Nurseries, Ontario, Calif., will preside.

Secretaries' Program.

A breakfast for secretaries of the various state, regional and local nurserymen's associations will be given Tuesday at 8 a. m., and a meeting will be held until noon. A discussion of the conduct of meetings will be headed by Elmer Merz, Sacramento, Calif., executive secretary of the California Association of Nurserymen; Clyde Heard, Heard's Landscape Nurseries, Des Moines, Ia., vice-president and long-time secretary of the Iowa Nurserymen's Association, and B. E. Ward, Ward's Flower Ranch, Lansing, Mich., secretary of the Michigan Association of Nurserymen.

Then Edward Ambo, Ambo Bros. Nursery, St. Louis, Mo., secretary of the Missouri State Nurserymen's Association, will discuss membership building and maintenance; Miles W. Bryant, Bryant's Nurseries, Princeton, Ill., secretary of the Illinois State Nurserymen's Association, financing; James Doty, Doty & Doerner, Inc., Portland, Ore., secretary of the Oregon Association of Nurserymen, publications, and Tom Dodd, Jr., Tom Dodd Nurseries, Semmes, Ala., secretary of the Alabama Nurserymen's Association, constitutions and bylaws.

Tours and Entertainment.

Planned for landscape nurserymen Sunday afternoon, July 15, is a tour of New Orleans' park and boulevard plantings and residential gardens. It will be conducted by the New Orleans Park Commission and has been arranged through the National Landscape Nurserymen's Association with the help of E. A. Farley, E. A. Farley Nursery, Mandeville, La. Nurserymen will see a number of the gardens which Ralph Ellis Gunn will mention in his talk on "Louisiana Gardens" at the N. L. N. A. meeting on Tuesday.

Three hours have been set aside Monday afternoon, July 16, for everyone at the convention to tour the city of New Orleans. Many of the interesting sights to see and some

of the colorful history of the city will be presented in the next issue.

The Grand ballroom of the hotel will be decorated in the tradition of the old south at the time of the confederacy to suit its renaming as the "Rebel" room during the convention. Here refreshments will be served and entertainment furnished starting with the grand opening Sunday night and daily thereafter following convention business sessions. Wednesday night will be the annual past presidents' banquet.

For the Ladies.

The ladies' auxiliary will have a special headquarters room open



Lloyd G. Platt.

daily from 10 a. m. to 5 p. m. In addition to an annual luncheon-meeting, the ladies will have a special reception Sunday, July 15, from 4 to 6 p. m. at the hotel. At the same time the teen-age group will enjoy a get-acquainted party in another room of the hotel.

Two special luncheons will be open to the ladies and other convention guests, as well as to nurserymen. These will be the keynote luncheon Monday, July 15, when R. S. Lynch, president of the Atlanta Steel Co., Atlanta, Ga., will make the address. The second Norman Jay Colman award will be presented at this time. The other luncheon will be Thursday, July 19, when the Countess Maria Pulaski will tell of her experiences in a talk entitled "I Was a Spy."

NOW operating his own nursery sales agency is J. F. (Turtle) Ireland, Onarga, Ill.

LLOYD G. PLATT BECOMES N. L. N. A. SECRETARY.

Taking over the duties of secretary-treasurer of the National Landscape Nurserymen's Association July 1 is Lloyd G. Platt, owner of Platt's Landscape Nursery, Davenport, Ia. He has served as cosecretary-treasurer with Harold Hunziker since March 1. Mr. Hunziker had served as secretary-treasurer since the organization meeting of the N. L. N. A. in 1942.

His family having been in active nursery operations in the state of Iowa for 100 years, 34-year-old Mr. Platt is the fifth generation in the nursery business. He is the son of Mr. and Mrs. George E. Platt, owners of the Oelwein Nursery Co., Oelwein, Ia., where he was employed before attending Iowa State College, Ames, and for two years after his graduation. At college he studied landscape architecture and received a bachelor of science degree. He is married and the father of two daughters, Joan, 7, and Janis, 4.

After leaving his father's firm Mr. Platt operated the Log Cabin Nursery in the Waterloo and Cedar Falls area. More recently he was a partner with his brother in Platt's Nurserymen & Landscape Architects, at Waterloo. In 1947 Lloyd Platt and his wife established Platt's Landscape Nursery at Bettendorf, Ia., and a year later moved their establishment to Davenport, where they now serve the tri-cities and other towns within a radius of fifty miles. Besides doing landscape designing and planting for homes and commercial establishments, the Platts also do a considerable cash-and-carry business at the nursery salesyard. The nursery occupies six acres, three and one-half of them planted to lining-out stock and the rest used for residence, office and service buildings and heeling-in grounds.

Mr. Platt has served on the board of directors of the Iowa Nurserymen's Association and was chairman of arrangements for the association's summer meeting in 1949. Since 1950 he has served as chairman of the education committee, doing considerable research on courses of study available at Iowa State College for students interested in landscaping. Together with representatives of the college, the committee is planning a course better suited to students preparing for the landscape nursery business. Mr. Platt is also a member of the Tri-City Men's Rose and Garden Club, an organization of 125 active gardeners.

American Association of Nurserymen

Seventy-sixth Convention, at Roosevelt Hotel, New Orleans, La.

COMPLETE PROGRAM SCHEDULE

THURSDAY, JULY 12.

10:00 A.M. A. A. N. board of directors. Room I.

FRIDAY, JULY 13.

9:00 A.M. A. A. N. board of directors. Room I.

9:00 A.M. Ornamental Growers' Association stock committee. Pan American room.

2:00 P.M. Wholesale Fruit Tree Growers' Association stock committee. Room A.

SATURDAY, JULY 14.

9:00 A.M. Ornamental Growers' Association. Pan American room.

2:00 P.M. Wholesale Fruit Tree Growers' Association. Pan American room.

2:00 P.M. All-America Rose Selections, Inc. Room H.

SUNDAY, JULY 15.

9:00 A.M. All-America Rose Selections, Inc. Pan American room.

2:00 P.M. Market development and publicity committee. Room A.

4:00 P.M. Ladies' reception. Grand ballroom.

4:00 P.M. Teen-agers' party. Gold room.

8:00 P.M. Opening of "Rebel" room. Grand ballroom.

MONDAY, JULY 16.

8:00 A.M. Baby Ramblers, breakfast. Pan American room.

9:00 A.M. Caucus of A. A. N. delegates of region 2. Room I.

9:00 A.M. Caucus of A. A. N. delegates of region 4. Room A.

9:00 A.M. Caucus of A. A. N. delegates of region 6. Room B.

9:30 A.M. National Association of Plant Patent Owners. Pan American room.

9:30 A.M. A. A. N. board of governors. University room.

Call to order, by president Wayne Ferris.

Report of credentials committee.

Certification and roll call of delegates.

President's address, by Wayne Ferris.

10:20 A.M. Treasurer's report and presentation of 1951-52 budget, by John B. Wight.

10:40 A.M. Report of market development and publicity committee, by H. C. Taylor, chairman.

11:00 A.M. "Plant America"—progress report, by H. P. Quadland, A. A. N. public relations counsel.

11:20 A.M. Discussion of market development and publicity.

11:40 A.M. Nominations for executive committeemen, regions 2, 4, 6 and at large.

Nominations for officers for 1951-52.

12:30 P.M. Keynote luncheon. Grand ballroom.

Address by R. S. Lynch, president, Atlanta Steel Co., Atlanta, Ga.

Presentation of Norman Jay Colman award.

2:30 P.M. Secretary's report, by R. P. White.

3:15 P.M. Tours of New Orleans.

6:00 P.M. Dancing and entertainment. "Rebel" room.

TUESDAY, JULY 17.

8:00 A.M. Retail Nurserymen's Association of the United States, breakfast. Pan American room.

9:00 A.M. Nursery Association Secretaries. Room I.

President John D. Siebenthaler, presiding.

9:30 A.M. Growers' meeting. Vice-president J. B. Wight, presiding. University room.

Panel discussion, "Retail Merchandising."

Peter J. Cascio, moderator; Richard Wyman, Jr.; Charles Armstrong, Norman J. Scott and Hugh Wolfe.

11:00 A.M. Panel discussion, "Production Cost-saving Devices." Lewis Bookwalter, moderator; Albert B. Flemer, Richard R. Bloss, Jr.; Willis Stribling, Joseph Abrahamson.

2:00 P.M. Panel discussion, "Shade Trees—New and Old." John D. Siebenthaler, moderator; Edward Scanlon, L. C. Chadwick, James Foret, Ray Hartman and William Flemer III.

2:00 P.M. Camellia growers. Pan American room. H. C. Swim, presiding.

WEDNESDAY, JULY 18.

8:00 A.M. American Nurserymen's Protective Association, breakfast. Pan American room.

8:00 A.M. National Mail Order Nurserymen's Association, breakfast. Room I.

9:30 A.M. A. A. N. board of governors. Grand ballroom.

Review of executive committee activities, by vice-president John B. Wight.

10:15 A.M. Group insurance committee, by R. N. Ruedlinger, chairman.

11:30 A.M. Transportation committee, by C. H. Baldwin, chairman.

12:15 P.M. Address, "The Mississippi River Parkway," by Col. J. Lester White, director, Louisiana department of public works.

2:30 P.M. Discussion, by board of governors.

Policy statement on landscaping law.

Commercial exhibits vs. direct appropriations.

Quarantine act of 1912, proposed revisions.

Establishment of A. A. N. research foundation.

Convention cities and hotels.

Farm forestry policy.

Format of annual proceedings.

Establishment of credit-reporting service.

7:00 P.M. Past presidents' banquet. Grand ballroom.

THURSDAY, JULY 19.

10:00 A.M. A. A. N. board of governors. University room.

Report of necrology committee, by F. R. Kilner.

Unfinished business.

Adoption of 1951-52 budget.

Election of officers.

12:30 P.M. Luncheon. Grand ballroom.

Address, "I Was a Spy," by Countess Maria Pulaski.

2:00 P.M. A. A. N. board of governors.

Selection of convention city for 1953.

Invitations for convention, 1954 and 1955.

National Landscape Nurserymen's Association

SUNDAY, JULY 15.

2:00 P.M. Landscape tour.

TUESDAY, JULY 17.

9:30 A.M. President's address, by Ralph Griffing. Gold room.

9:45 A.M. Secretary-treasurer's report.

10:00 A.M. Address, "The Development of a Landscape Company," by Gordon Lambert, Lambert Landscape Co., Shreveport, La.

10:45 A.M. Address, "An Architect's Views on Landscape Design," by Karl F. Kamrath, MacKie & Kamrath, architects, Houston, Tex.

TUESDAY, JULY 17—Cont.

1:45 P.M. Address, "Mechanization in Landscape Work," by J. A. Aitken, Rosehall Nurseries, Brantford, Ont., president of the Canadian Nurserymen's Association.

2:45 P.M. Address, "Louisiana Gardens," by Ralph Ellis Gunn, landscape architect, Houston, Tex.

3:45 P.M. Address, "A Month with the Western Landscape Men—Professors and Nurserymen," by Homer K. Dodge, Landscape Service Co., Framingham, Mass., chairman of the N.L.N.A. educational committee.

EAST TEXAS GROWERS INVITE A. A. N. VISITORS.

Nurserymen who drive through the southwest on their way to or from the convention of the American Association of Nurserymen at New Orleans in July are extended an invitation by fellow A. A. N. members to visit their rose fields and nurseries in east Texas. Of particular interest is the rose center at Tyler, where more than half of the nation's supply of rosebushes, over 20,000,000 plants, are shipped out yearly by rail, motor and air freight to every part of the United States and to twenty-five foreign countries. Rose nurseries range in size from a small field to large operations of many acres on which are being grown well over a million budded rosebushes in more than 180 varieties.

It is 415 miles between New Orleans and Tyler, and Clark Kidd, of the Arp Nursery Co., advises that those not motoring may make the trip to east Texas on the Texas & Pacific railroad's Eagle to Glade-water, where cars will meet them, or they may fly on Delta air lines from New Orleans to Tyler's Pounds field, where they will be met.

Nurserymen were first attracted to east Texas shortly after the Civil War because of the favorable soil and climate. They devoted themselves exclusively to growing fruit stocks, but suffered a severe setback within several years when diseases attacked the trees, the worst of which was San Jose scale. As a result of this misfortune, the fruit tree nurseries disappeared, and, when one small grower was successful in growing and marketing rosebushes, other nurserymen turned to this crop. The center of rose growing in east Texas soon became Tyler.

The rose nurserymen in this area formed the East Texas Rose Growers' Association a number of years ago for their mutual benefit, and in 1946 about fifty firms organized the Texas Rose Research Foundation, Inc., to solve scientific problems of rose growing, hiring Dr. E. W. Lyle as pathologist. An account of the annual meeting and Dr. Lyle's annual report were published in the preceding issue.

In fall Tyler attracts over 125,000 visitors to the annual 3-day Texas rose festival, sponsored by the Texas Rose Festival Association. This year the dates are October 5 to 7.

A number of Tyler nurserymen and their wives are serving on the A. A. N. convention committees. L. A. (Slick) Dean, of the Arp Nursery Co., is

chairman of the entertainment committee and on the Rebel room committee. Mrs. L. A. Dean is president of the A. A. N. ladies' auxiliary and also chairwoman of the ladies' committee. Mrs. Clark Kidd, also of the Arp Nursery Co., is treasurer of the ladies' auxiliary. Ray Breedlove, of Breedlove Nurseries, is on the decorations committee; C. James Lauden, Southland Rose Nurseries, is on the entertainment committee, and Mr. and Mrs. Homer W. Eikner, Vermay Nursery Co., are on the teen-age committee. In addition to these nurseries, other A. A. N. member firms at Tyler who will welcome visitors are the Dixie Rose Nursery, Harville Rose Service, L. C. House & Sons, McGinney Rose Nursery, Moore Nursery & Floral Co., North Tyler Nursery, Ray's Rose Nursery, Reliance Rose Nurseries, Rose City Nursery, Rosemont Nurseries, Carl Shamburger Nursery and Thompson-Hills Landscape Co. Nearby at Arp is Martin's Rose Nursery.

Farther to the east, only a few miles from the Louisiana border, are Verhalen Nursery Co., at Scottsville, and Riggs Nursery & Landscape Co. and R. Lacey Nursery, both at Longview. Mrs. Leonard Riggs is on the teen-age committee and wrote the article on "Automobile Itineraries to New Orleans," in the preceding issue. The Verhalen firm has over 200 acres of stock to show and a 30-acre lake for fishing.

Those who drive from the west will probably go through Fort Worth and Dallas, which will give them the opportunity to see Baker Bros. Nursery at Fort Worth. J. B. Baker is director for region 5 of the A. A. N., and his wife is on the ladies' committee. His brother, Edward L. Baker, is a past president of the A. A. N., and Mrs. E. L. Baker is secretary of the ladies' auxiliary. Midway between Fort Worth and Dallas are Hoyt Nursery, at Grapevine, whose Fred Hoyt is on the registration and greeters' committee, and O. S. Gray Nursery, Arlington, whose Oscar Gray, Jr., is on the transportation committee.

While not in east Texas, other A. A. N. members in the state, which is in A. A. N. region 5 that is host to the convention, will welcome visitors. Some of these firms are also represented on the convention committees. William Bradshaw, of Bradshaw Nursery, Galveston, is on the decorations committee, and Gene Howard, Jr., Howard's Montopolis Nursery, Austin, and William Biggs, Wolfe Nursery, Stephenville, are on the transportation committee.

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ALABAMA NURSERYMEN AND FLORISTS DIVIDE.

On the final day of the convention of the Alabama State Nurserymen's and Florists' Association, held June 10 to 12 at Mobile, the nurseryman members presented a resolution announcing their withdrawal in a friendly separation from the florists. Among the factors influencing their decision were interpretations of government regulations and considerations of the annual meeting place.

Earlier in the day the nurserymen had chosen as officers for the coming year Marvin Barton, of Barton Nursery, Birmingham, president; Preben Ibsen, of Ibsen Seed Co., Mobile, vice-president; Tom Dodd, Jr., of Tom Dodd Nurseries, Semmes, secretary-treasurer, and John Fraser III, of Huntsville Wholesale Nurseries, Inc., Huntsville, and Paul Guthrie, of Tuscaloosa Nursery Co., Tuscaloosa, directors. The florists later elected officers to organize the Alabama Florists' Association.

At a reunited meeting of the two newly formed groups Richard P. White, executive secretary of the American Association of Nurserymen, explained the considerations which made the separation seem desirable. He urged each group to build up membership representative of the strength of its industry.

A complete report of the nurserymen's convention will appear in the next issue.

OHIO LIEN LAW.

The Ohio legislature recently passed a bill including nurserymen under the provisions of the Ohio mechanics' lien law, by amending the statute so that it includes nurserymen and landscape contractors with the building trades.

The bill received the active support of the Ohio Nurserymen's Association. It was sponsored by Representative James S. Simmonds, of Cincinnati, and passed 30 to 1 in the senate and 60 to 47 in the house.

PINNEY DAUGHTER WEDS.

Carol Pinney, 21, elder daughter of John J. Pinney, of the Willis Nursery Co., Ottawa, Kan., was married June 9 to William C. Crabb, recent graduate of the University of Kansas in electrical engineering, and they will reside in a town near Ottawa. To attend the wedding, Carol's 87-year-old grandmother motored down with the bride's uncle, Thomas S. Pinney, of the Evergreen Nursery Co., Sturgeon Bay, Wis.

Pointers on Propagation

By James S. Wells

PREPARING STOCK FOR PLANTING.

The title of this article may, at first reading, appear somewhat strange, and you may ask, how can one prepare a cutting or a graft for planting? There are many points which should receive your close attention at this time, for upon each of them may depend ultimate success. Individually they may appear to be somewhat simple and even obvious, yet it is surprising how often the obvious is overlooked.

Consider cuttings for the moment. The house of cuttings which was illustrated in the April 15 issue is a case in point. All of these cuttings were inserted through the winter and were strongly and rapidly rooted with the aid of hormone powders and humidification. The rapid rooting so induced was important because it made it possible for us to turn off bottom heat as soon as a sound and vigorous initial root system had been established. This we were able to do by the end of March. The cuttings thus experienced a momentary check, but, because we maintained a moderate top heat, they recommenced growth after a week or two. With this momentary check the whole nature of the root system was changed.

The first roots which were produced after inserting the cuttings were strong, straight, vigorous roots but of a somewhat soft nature. These I call primary roots. Because of the check to growth by the reduction of bottom heat, these roots did not continue to grow in the same manner, but when growth started again they produced small side roots from the primary roots and formed a more fibrous and at the same time a much tougher root system. The value of this secondary root system is mainly in this toughness, which enables the cuttings to be lifted, handled and planted mechanically with a minimum of damage. Once replanted the cuttings immediately take hold of the soil and establish themselves with a minimum of delay, and few are lost.

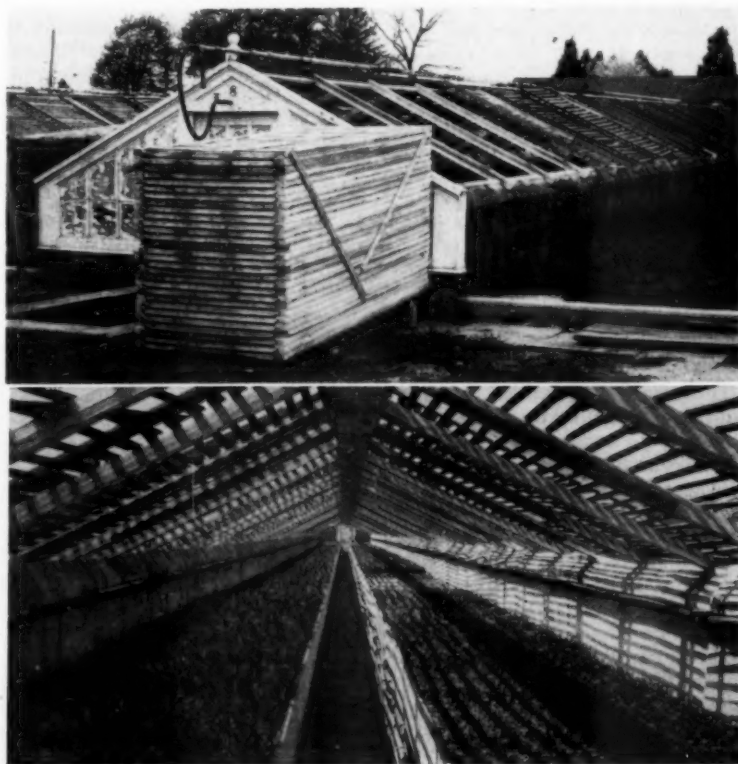
Just as soon as we thought that the danger of late frosts had passed, the sash was removed from the propagating house and replaced by shades. The object of this was to harden off the top growth of the cuttings and to put them into a second partial

state of dormancy so that at planting time they would be better able to withstand the shock of lifting and transplanting directly to open ground beds. This whole process of hardening off is of vital importance and can affect the final stand by as much as fifty per cent. There have been many times when we have been forced to omit some of these finer details of care and attention because of the pressure of work, and the resultant losses in this first transplanting have been greatly increased. Not only have we lost many plants, but those which remained did not take hold and did not develop with the vigor necessary to produce good salable one-year liners.

Much the same procedure is also applied to our pot grafts of all kinds. But with them our efforts are directed toward hardening off the new top growth which usually follows in the grafting benches after the completion of the grafting procedure. Almost all of our under-

stocks are potted a year ahead, and, therefore, the root system is well established in pots. Because of this they usually produce top growth on the scions fairly quickly, and we take every precaution to see that this top growth is well hardened off before the plants are removed to their final quarters outdoors. This is of particular importance with rhododendrons because, if the top growth is not fairly firm, it will wilt when the plants are transferred. It may, but usually does not, come back to its original position. The result, therefore, is a rhododendron with a bent and crooked stem, which, of course, is not properly salable.

In considering preplanting treatment of our grafts there are two more points which require careful attention. The first is the cutting of the grafting twine which has been used to bind the stock and scion together. This twine is a No. 3 or No. 4 gauge cotton which has been waxed with beeswax. If you have occasion to bury some of your grafts to cover the point of union in the grafting bench, you will be surprised at the speed with which this twine rots in the peat, but this should not be taken as any indication of the speed with



Above: Exterior view of propagating house showing sash removed and replaced with shades.

Below: Interior of same house showing cuttings hardened off ready for transplanting.



Rhododendron grafts. Plants in flats with pot-bound balls. Plant in man's hand with ball broken at the moment of planting.

which the same twine will disintegrate in the open ground. Therefore, it is vitally necessary to make sure that this twine has been cut and loosened sufficiently to allow the plant unrestricted room for development as it grows. If this is not done, the twine will girdle the stem, cutting directly into the tissues, and in a high wind many of your most valuable plants will fall over. On some of the more rapidly growing plants such as biotas, it is possible for this twine to commence girdling even before the plants are removed from the grafting house, so it is even more important to check on these plants carefully, because, even though you may cut the string where visible, if some of it has become embedded in the tissue of the plant, the twine may not rot and may continue its work of strangulation unseen.

Thus, it is advisable that the cutting or loosening of this grafting twine should be a job entrusted to one of your most skilled workers. A close watch has to be maintained in this job, however, because in many instances it is unwise to remove the twine completely. The union between stock and scion may not be really firm at this point, and, with the inevitable handling in transplanting, the graft can be broken. So we usually cut the twine at the bottom, unwind it for three or four turns and leave the top one and a half turns untouched, as we find that this usually will break free of its own accord as the stem of the plant swells in normal growth.

The second point of importance is

the breaking of the pot ball on all pot-established grafts. With one exception only, pink dogwood, we have found that practically any understock produces a better union if it has been potted well before grafting so that the understock is well established in the pot. On vigorous understocks, this may almost amount to a condition of being pot-bound, with the ball of soil being completely incased in matted roots. When a graft in such condition emerges from the house to be planted in beds it is necessary virtually to break up this pot ball of roots.

This may seem like beating a young baby, yet here, in truth, it is right to "spare the rod and spoil the

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child." If this pot ball is not well broken and the roots loosened, two years later you may dig what appears to be a healthy plant and find it still existing on that same pot ball with little or no increase of roots beyond. Just how the plant maintains itself under such conditions, I never have been able to discover, but, needless to say, the plant is quite unsalable. Therefore, using prudent care, break up these pot balls to break loose the matted roots so that they can come into intimate contact with the new soil in which they will be planted. In this way you will be assured of their becoming established much more rapidly and with a complete and balanced root system.

MEMORIAL ROSE GARDEN.

Simple ceremonies were held May 12 to dedicate the Charlotte Armstrong Memorial Rose Garden, planted by Armstrong Nurseries, at the corner of D street and Lemon avenue, Ontario, Calif., just across the street from the nursery salesyard. The garden is named after the late Mrs. J. S. Armstrong, first wife of the founder and president of the nursery and mother of John Awdry Armstrong, vice-president of the firm.

The garden is open every day during daylight hours for the use and enjoyment of the general public. It contains 1,200 plants of about 64 varieties, in both bush and climbing roses, and all the new varieties will be planted in it as they are introduced. J. Awdry Armstrong has extended an invitation to nurserymen as well as other rose lovers to visit the garden.



Charlotte Armstrong Memorial Rose Garden on Dedication Day.

Reports on Spring Landscape Business

Reports from nurserymen doing a retail and landscape business, which follow the comments on this spring season by wholesalers in the two preceding issues, further indicate a successful season for the trade as a whole. Like the wholesalers, the retailers were plagued by a heavy demand, a short supply and increased operational costs throughout the country, and by winter stock damage, heavy spring rains, periods of drought and insufficient labor in some sections.

Most retail and landscape firms report capacity business, with volume ahead of last year in both landscape jobs and cash-and-carry sales. But increased costs are narrowing profits. Favored by nature nurserymen in the west enjoyed a long season, while those in the rest of the country were delayed by inclement weather, so that in some areas some jobs will have to be put off until fall.

Heavy Demand in East.

An abnormally heavy demand for all types of ornamental stock this spring is reported by Howard C. Taylor, proprietor of Rosedale Nurseries, Eastview, N. Y., who writes:

"More and more it seems that the public is demanding finished sizes of stock, and here the shortage is greatest. Good-size plants of flowering trees and, of course, shade trees are almost exhausted here in the east.

"The weather was favorable for growth except for two hot spells in May, which gave us some difficulty in moving stock which had already started to grow. The use of anti-transpirants for late transplanting is most effective from June 15 on and will extend our planting on local landscape jobs throughout the summer.

"A very noticeable increase in volume can be traced to the great loss of trees in the windstorm which swept this area last November.

"General labor is not plentiful, but the shortage does not offer so great a problem as the scarcity of trained, capable landscape and sales personnel."

Excellent Year.

Why spring business was so good at Oak Park Nurseries, East Patchogue, N. Y., is reported by owner Leslie H. MacRobbie as follows:

"Our spring sales have exceeded by over fifty-five per cent those of last year, which was not a good season, and they are larger in dollar volume

by better than twenty-eight per cent over those of spring, 1949, which was a very good season.

"Early in May we had to send letters to our customers asking them to postpone, when possible, further purchases until August, as we could not take care of any more sales this spring. This situation together with the fact that we could not even accept some orders held the total down, or otherwise our volume increase could easily have been considerably more. We attribute part of this large sales volume to unusually favorable weather during the past full year, following a most serious drought in the summer of 1949 and a short, wet, unfavorable spring in 1950.

"We have found customers in general more willing to pay fair prices for quality work and service this spring than for some years past. If more specimen stock had been available and if more and better help had been obtainable we believe we could have increased our spring business without much sales effort.

"We have more orders and more prospective customers lined up for our fall season than in a long time. We are having an excellent growing season thus far; so we look forward to fall with every confidence that it will be a big season. But, little by little, business in many lines in our area seems to be falling off. If construction of new homes is retarded as much as is evident at present, it is probable that our sales volume will be affected and so will be down considerably by spring, 1952."

Ahead of Last Year.

Favorable weather and a good demand have meant good business for the Landscape Service Co., Framingham, Mass., according to Homer K. Dodge, who says:

"In our landscape department sales are definitely ahead of last year, but I question whether our billings are, as we cannot seem to keep our help steady enough to turn the work out as rapidly as we would like. Our cash-and-carry business is running somewhat ahead of last year, too. The sales of straight nursery stock are further ahead than those of so-called side lines.

"There are indications that everyone in this vicinity is doing almost capacity business. Those firms which specialize in supplying the maintenance-type gardeners seem to be exceptionally busy, as the landscape

contractor and the landscape nurseryman have been too busy to give the homeowner the service he demands. As a result the maintenance-type gardener is getting a lot of landscape planting business as well as maintenance jobs."

Much Winter Damage.

It took most of the winter for J. H. Schmidt & Son, Millburn, N. J., to clean up customers' properties and their nurseries after the severe storm last November 25, and some cleanup work still remains in the nursery for this summer. However, weather has been good this spring, and only four days were lost because of rain. M. M. Schmidt writes:

"The labor situation seemed more difficult than even during the war years. Our customers seemed more impatient; they are tired of the old story of a labor shortage. So are we, but we have to face it. Even with our increased prices, we cannot compete with the industrial wages in this area.

"Our cash-and-carry sales are about ten per cent higher for the first six months of this year, but with just about the same number of plants sold as last year. Early in the season there was little resistance to price increases, but at the end of May we encountered a few shoppers. Our landscape sales were slightly higher than for the first six months of last year. We had to stop taking any new work about mid-April, except for older customers.

"All landscape material has been of an inferior grade, and many plants are impossible to find. Plants are sold before they are half-grown; so there will not be any landscape-size stock in this area for years, if ever. The demand is so great that we cannot hazard a guess as to when it will be filled. There is increased residential building, with homes averaging \$45,000, and we can only dream of the day when we had suitable plants to do such jobs."

Little Experienced Help.

A busy season with a small amount of experienced help prevented Towson Nurseries, Towson, Md., from completing all of its landscape jobs. President C. Warner Price writes:

"We have had a great demand for the better varieties of plant material, such as taxus, ilex, hybrid rhododendrons, azaleas and pieris. Arborvitae, retinosporas and junipers

have really gone begging this season. This demand shows a definite trend toward the use of finer materials.

"We are continuing to plant evergreens in limited quantities and varieties, due to the cool weather we are experiencing." (June 11.)

Capacity Business.

Both landscape and cash-and-carry business was good this season for Eastern Shore Nurseries, Easton, Md.; in fact, it was all that could be handled by the present staff, according to E. Sam Hemming:

"We finished our last job May 29, though we usually try to stop May 15. We have put off three or four nice jobs until fall. I do not know exactly what to attribute the spurt in spring business to unless it was part of the current inflation or the backlog of home construction of the past few years. We did try a bit of local radio advertising, which might have been a contributing factor, but not the entire answer.

"We were short on wholesale chestnuts and sold out early. We were a little better situated this year as to our own supply of stock, as some of that propagated since the war is beginning to reach salable size, and we should be still better off next year. Pfitzers, yews, shade trees and broad-leaved evergreens are still short.

"Locally the labor situation is a little tight, part-time labor is not available, but full-time labor is."

Still Answering Calls.

Planting jobs daily, and with many calls still to be answered, Owen G. Wood, president of Wood-Howell Nurseries, Bristol, Va., wrote May 28:

"Labor has been more plentiful, and possibly the quality has been a little better than in the past few years, as we have been able to be a little more inclined to drop those employees who are not rendering satisfactory service.

"Following a rather severe and, for this part of the country, a rather unusual winter, we have had satisfactory weather conditions during most of the spring planting season, although it was too wet at times.

"There has been a heavy demand for such material as we have been in position to supply at wholesale. We have received an unusually heavy demand for types of material which we have been unable to furnish."

Picture in Pennsylvania.

Fellow nurserymen in Pennsylvania have found business much the

[Continued on page 48.]

GULF STREAM NURSERY IN NEW YORK PAPER.

After visiting Gulf Stream Nursery, Inc., Wachapreague, Va., the horticulture editor of the New York Herald-Tribune, J. W. Johnson, devoted his entire column and three triple-column cuts to the nursery in the April 1 edition of the newspaper.

Started ten years ago by Jacques Legendre, a French-born American citizen with a keen interest in developing new and better varieties of plants, the nursery operates in a unique manner. Stock in the fields and in the display garden, which is always open to amateur and professional gardeners, is sold only to retail firms, although the nursery does not publish a catalog. All propagating is done in lath-shaded houses and cold-frames, because the nursery has no greenhouse.

Many of the plants, possibly ninety per cent of those grown in the display garden, are not propagated for sale. Among those grown but not sold are plants in a rose garden of about 1,000 established varieties and, in addition, annual trial plants of new rose varieties not yet introduced. This year there are thirty new rose varieties in the trial. Respected for his knowledge of roses, Mr. Legendre has acted as a judge at many rose shows, both here and abroad, including the Bagatelle trials in France.

In his search for new plants, Mr. Legendre has made nineteen trips to Europe and has traveled widely in the United States and Canada. During the past ten years, he has introduced many new plants through retail channels. Among these is a new forsythia, Linwood Gold, a sport of

AMERICAN NURSERYMAN

the variety *F. spectabilis*. Its flowers, which appear about the same time as *F. spectabilis* and a week later than Spring Glory, are placed around the stem in whorls, with petals much broader at the base than other forsythia. Of sixty-five varieties of *Sasanqua* camellias now being grown at the nursery, five are already under propagation for possible introduction in two years. They are believed to be much hardier than the japonica-type camellia. A new hypericum will soon be introduced, and the new phlox, Sir John Falstaff, introduced the past year, was propagated at Gulf Stream Nursery.

Mr. Legendre's active junior partner is Robert H. Talley, Jr., a graduate in horticulture from Virginia Polytechnic Institute. Twelve additional men are employed at the nursery the year around.

The nursery land is a sassafras loam, which produces fine plants when properly treated. An example is a 500-foot windbreak, composed of selected specimens of four varieties of American holly, dividing two fields. Although the climate is tempered by the ocean and the Gulf stream, the nursery garden, which stretches from the rear of the eighteenth-century storehouse to the marsh bordering Bradfor bay, contains a variety of hardy plants.

An annual event at the nursery is an open house sponsored by the Accomack Woman's Auxiliary for the benefit of the local hospital. Always planned for the peak of the azalea season, it was held this year April 29, when some 200,000 azalea plants in bloom were supplemented by tulips, primroses and wistaria on the arbor reaching from the storehouse down both sides of the formal garden.



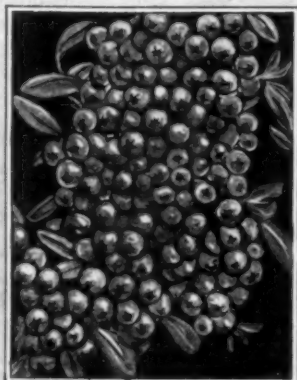
Lester Lovett, Robert Talley and Jacques Legendre, of Gulf Stream Nursery, and R. P. White at nursery's rose day celebration.

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Plant Notes Here and There

By C. W. Wood

Among a dozen or more kinds of plants received last month for trial from a Tennessee friend of this column were a few specimens of what I take to be *Talinum menziesi*. We will know for certain later this month when they commence to flower. In the meantime it may prove profitable to discuss the *talinum* genus in so far as I am able from experience in our trials here in northern Michigan.

The best known of these portulaca cousins is *Talinum teretifolium*, a cheerful little waif growing naturally from Pennsylvania to Georgia and Texas, usually on serpentine rocks, according to the plant manuals. It is not a plant for mass production, of course, and would be of little interest to the average mail-order nurseryman. But its long blooming period, which covers much of June, July and August, and its bright rose color make it an attractive little item for the neighborhood grower who can show his wares to his customers. Whether it is biennial or perennial I cannot say, though it surely is short-lived. It does, however, self-sow; so one need seldom worry about losing it entirely, even if a year or two passes between blooming.

The foregoing observations could also be applied to *T. rugospermum*, which is found on the prairies. These two species are so similar, in fact, that I can scarcely tell them apart without checking the key in a good manual. A southern representative, *T. menziesi*, native to Georgia and Alabama, is also closely related to *teretifolium*, differing mostly, from a garden standpoint, by having flowers about twice as large as the half-inch blooms of our northern plant. It proved to be a little too tender for my climate in previous plantings, though it often lived over under a heavy snow blanket. We shall see what the present plants from Tennessee are able to do. Also, judged from the garden viewpoint, the northwestern *T. spinescens*, with rose-colored flowers on spiny stems, could be put in the same class. But *T. okanoganense*, another northwesterner, is distinct in every way, from its relatively large white flowers, one-half inch or more in diameter, to its inch-tall rosette of gray-green, cylindrical leaves. All of these *talinums* need only a light soil and sunshine. They may be propagated readily from

seeds, often blooming the first year if started early.

Forget-me-nots.

Forget-me-nots are deservedly among the most popular of garden plants, some of them also serving in the role of florists' cut flowers. It is easy to see, though, that the field for expanded sales is quite wide if neighborhood growers would determine by trial the kinds that do best under their local conditions of soil and climate and the ones that appeal most to local tastes.

As this note was written there was on my desk a letter dated in 1938 from a correspondent who reported doubling his sales of forget-me-nots by adding the variety *Distinction praecox* to his usual list of *Myosotis alpestris stricta* and *M. scorpioides (palustris) semperflorens*. A recent letter from the same correspondent,

written in response to my request for more up-to-date information, reports that he has made sales of forget-me-nots keep pace with those of other plants merely by selecting and adding new kinds as they become available.

The culture and uses of forget-me-nots are too well known to need comment here. I should like, however, to set down a few varietal notes, hoping that they may incite other neighborhood growers to experiment with them. First of all, *Myosotis Distinction praecox* is smaller than its usual catalog description, seldom growing over five inches tall in our trials. Its pale blue, semidouble flowers are produced in large heads, making the plant attractive to gardeners for sev-

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eral purposes, especially for edging. It was generally a true perennial in our trials, a factor of much importance to the amateur gardener, who often dislikes to replace his plants every year.

Although *M. alpestris*, which also includes the numerous kinds usually sold as *M. stricta*, is often referred to as being perennial, it and its varieties are not much better than biennial, as is also the form sold as *M. dissitiflora*. Even so, they are among the best loved garden plants, representing a mighty turnover in the nursery trade. If you have use for a tall-growing plant of this type, you may find it in *M. alpestris* Jewel, the tallest forget-me-not that I have grown, reaching up to fifteen inches in height under garden conditions here. Still another variety of the form known as *M. dissitiflora* is *M. Elfrieda*, which made a good impression when it was tried here several years ago. Its dark blue color and early flowering, on plants which eventually grew to be ten inches or so tall, were specially noticeable.

Perhaps the greatest advancement in forget-me-not breeding has come in the so-called forcing varieties, culminating in kinds like *Isolde Krotz*, which is an improved *Ruth Fischer*, and *Anne Marie Fischer*, which is like a glorified *Marga Sacher*, with larger and darker blue flowers. Although the varieties generally listed under the comprehensive title of hybrids are most useful for forcing, we found them good for late spring sales, when they were in bloom in 3-inch pots. Beyond a doubt, a little experimenting to locate the kind of plant preferred by one's customers and the period of greatest appeal will open up a broader field for forget-me-nots among the neighborhood grower's customers.

Lobelias.

Aside from *Lobelia cardinalis* and in lesser degree *L. siphilitica*, few lobelias are known in gardens. Both of the two just mentioned are perfectly hardy and would, no doubt, be used more often by gardeners if horticultural literature were not full of the misinformation that lobelias must be planted in a bog or very wet soil before they will grow. It is true that both of these species are at their best in situations of that nature, but it is also true that they will give good accounts of themselves in a humus-filled soil in part shade if they are given a little attention from the hose during long dry periods. I never had much success transplanting old plants

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from their natural boggy homes to the drier conditions of the garden, but nursery seedlings, which had always grown in our garden soil and garden conditions, were quite amenable.

The named varieties of lobelia are generally attributed to *L. cardinalis* in catalogs, but, undoubtedly, may be more properly assigned to *L. fulgens*, a Mexican plant, though they may contain some cardinalis blood. These hybrids are excellent garden ornaments, but too tender for us of the north. None of these hybrids tried here were able to stand our winters, though they should be useful in the south, probably as far north as St. Louis. Here we were able to flower Lord Ardilaun, plants of which were carried over in a well protected frame, while Queen Victoria, Huntsman and two or three others perished even under that coddling. Lord Ardilaun is bright vermillion with dark red leaves and peculiar bronzy stems, a lovely combination to appeal to most gardeners.

In addition to the two natives mentioned in the first paragraph of this note on lobelias, America has several other hardy kinds, some of which might be of use to you. Of these *L. dortmanna*, the native water lobelia, should be a good species for the grower of aquatic plants. It is found in shallow water, usually ten inches or less in depth, with the leaves submerged and the pale blue flowers on a scape, making it a fine ornament for the edges and ledges of garden pools. *L. kalmi*, of our northern states, is a good bog subject that seems to have been entirely overlooked in our quest for the exotic. Found throughout the north, growing on stream banks and in bogs, it is generally six inches to one foot in height, though it is said to grow much taller in other sections. Its light blue flowers are produced in loose racemes.

All of the lobelia species may be grown from seeds, and most are easily propagated from cuttings. In fact, the named kinds must be reproduced by vegetative means if they are to come true.

Some Unusual Poppies.

A Washington, D. C., correspondent asks for the name of a silver-leaved poppy which he has seen in three or four gardens in his vicinity. It would be difficult to make a positive identification without examining a plant in bloom, and even then it might not be possible, because the plants in that section are much con-

[Continued on page 55.]

COVER ILLUSTRATION.

Berberis Thunbergi Compacta.

The Japanese barberry, *Berberis thunbergi*, is so common that it is known by nearly everyone. Less well known is the compact or globe Japanese barberry, of smaller size, much more compact habit of growth and more uniform foliage.

Berberis thunbergi is a native of Japan and was introduced into this country about 1864 by the Arnold Arboretum. *Berberis*, the generic name, is derived from the Arabic name of the fruit. The specific name, *thunbergi*, is for Carl P. Thunberg.

The compact Japanese barberry forms a compact rounded mass, seldom exceeding four feet in height. The twigs are reddish and spiny. The leaves are slightly smaller than those of the species, and, what is more important, the foliage is of a uniform dark green color. Thus, this plant overcomes one of the chief criticisms of the Japanese barberry, the variable foliage color, which frequently makes a hedge unattractive. The fall foliage color of the compact Japanese barberry is reddish. The flowers and fruits, while probably not so abundant, are similar to those of the species.

The cultural characteristics of the compact Japanese barberry do not differ from those of the species. The plant grows best in open, sunny situations and is somewhat intolerant to drought. Propagation is by softwood and semimature wood cuttings.

The uses of this plant are as formal specimens, for edging, for low hedges and for bed planting. Little pruning is necessary to bring about the dense compact habit of growth.

The plant pictured on the cover is growing at the Arnold Arboretum. The photograph is labeled *Berberis thunbergi compacta*. Judging from the photograph, the plant appears synonymous to *Berberis thunbergi* Globe, which bears plant patent No. 189.

L. C. C.

JACK SIEBENTHALER HOME.

Capt. John (Jack) Siebenthaler, son of Mr. and Mrs. John D. Siebenthaler, of the Siebenthaler Co., Dayton, O., was released May 12 from the hospital in Japan. He was given a 30-day leave and with his family enjoyed a short visit with the senior Siebenthals at Dayton, before leaving June 9 for Quantico, Va., where he is stationed as an instructor. His wound was not severe but just enough to prevent his going back into combat duty.

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South Carolina Meeting

By Margaret F. Higdon

An evening get-acquainted beach party at Oceanside state park, Myrtle Beach, started off the annual convention of the South Carolina Nurserymen's Association, May 24 to 26, at Ocean Forest hotel, Myrtle Beach. The group assembled at the hotel and drove in a motorcade to the park, where the local committee, headed by Mr. and Mrs. L. P. LaBruce, LaBruce's Nursery, Myrtle Beach, had arranged the party. Mayor Ramsay of Myrtle Beach gave a welcoming address, and J. F. Aichele, Jr., responded as vice-president of the association.

At the final business session J. F. Aichele, Jr., Carolina Floral Nursery, Charleston, was elected president. Dwight Cain, Cain Nursery, Spartanburg, vice-president, and Mrs. George Segalken, Summerville Floral Nursery, Summerville, secretary-treasurer. Retiring as secretary-treasurer, Mrs. Margaret Higdon, Old Fort Azalea & Camellia Nursery, Charleston, was elected to the executive committee, as was G. W. Park, Park Seed Co., Greenwood.

The convention was officially opened Friday morning by president John F. Brailsford, Shady Grove Plantation & Nursery, Orangeburg, with his presidential address, in which he remarked on the blow dealt nurserymen by the terrible weather of the past winter, which had delayed plans to launch a state "Plant America" project as well as damaged stock. He remarked also on the value of the association and its growth in its four years' existence from a small handful of members to an even 100 members.

Guest speaker of the morning was Frank Griffin, editor of the Camellian magazine, who gave the nurserymen some definite reasons on why and how they should advertise. He stated that good salesmanship in any field is simply knowing the psychology of creating confidence and this can be done through dignified, effective advertising. He said that nurserymen, as individuals, need to advertise to keep their names before the public. He advised collective educational programs through periodic releases to the press. At the conclusion of Mr. Griffin's address, the subject of advertising was discussed on the floor, and C. Norwood Hastie, Jr., suggested that a committee be appointed to work out a satisfac-

tory advertising program in cooperation with some offers and suggestions made by Mr. Griffin. Mr. Hastie was appointed to serve with the committee.

A business meeting followed, and first on the agenda was the report of secretary Margaret Higdon. She read the minutes of last year's meeting and reported on the diamond jubilee convention of the American Association of Nurserymen last July, at Washington, D. C., and on other allied meetings there. She commented that, due to unavoidable circumstances, the dates for this year's South Carolina convention had had to be moved ahead from the second week-end in June to the May dates and that this had resulted in a smaller attendance than usual. At this

AMERICAN NURSERYMAN

time Mrs. Higdon regretfully tendered her resignation as secretary-treasurer.

The session continued with a general discussion. Vice-president Aichele suggested an increase in dues, possibly an increase on a sliding scale, such as 25 or 50 cents per \$1,000 of the gross volume of sales. But the suggestion was tabled until the final business session. On the suggestion of R. E. Marvin, the Clemson House, at Clemson, was selected for the 1952 meeting, which will be held the second week-end in June, with a 3-day program, beginning Thursday afternoon. The question arose of the possibility of standardizing the prices of *Camellia japonica* in South Carolina, but, after much debate, it was decided that this was not practical, as the old law of supply and demand would be the only answer.

The next question for discussion was the problem of wholesale nurseries' selling to persons not entitled to

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wholesale prices. The president appointed a committee composed of Robert E. Marvin, chairman, R. B. Taylor and Blair Rodgers to investigate. At the final business session the committee offered three proposals. The first was to send to members the list of nurseries, as listed by Clemson College, as those qualified to receive wholesale prices, to all the wholesale nurseries and ask them to cooperate by not selling stock or sending catalogs to anyone not on the list. The second suggestion was to try to get the South Carolina nurserymen not to patronize the wholesalers who insist on selling to retail customers, and, of course, the third alternative was to do nothing. After much discussion, the decision was left to the executive committee.

At this time convention committees were appointed as follows: Nominating: Steve Stephenson, chairman, R. B. Taylor and Rudolph Anderson. Resolutions: Blair Rodgers, chairman, Homer Taylor and Mrs. Pearle Anderson. Auditing: J. W. Moon, chairman, and George Segalken.

After the business meeting a panel on labor-saving devices was held. J. F. Aichele, Jr., served as moderator, and other members of the panel were Russell Wolfe, Orangeburg;

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Any quantity you will have to offer for delivery in the fall, 1951, season. Tell us how many you can supply and quote a price.

Azalea Mollis, 12 to 15 ins. and 15 to 18 ins.

Deutzia Gracilis, 12 to 15 ins. and 15 to 18 ins.

Deutzia Lemoinei, 15 to 18 ins. and 18 to 24 ins.

Deutzia Gracilis Rosea, 15 to 18 ins. and 18 to 24 ins.

Euonymus Patens, 18 to 24 ins.

Ligustrum Japonicum, 2 to 3 ft.

Nandina Domestica, 15 to 18 ins.

Clethra Alnifolia, 18 to 24 ins.

Euonymus Radicans Vegetus, 10 to 12 ins. and 12 to 15 ins., 3 Br. and up.

Ilex Convexa Bullata, 8 to 10 ins.

Ilex Crenata, 8 to 10 ins.

Cherry, Weeping Subhirtella Type,
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Aroma	.40	1.25	2.25	8.00
Big Joe	.40	1.25	2.25	8.00
Blakemore	.40	1.25	2.25	7.50
Catskill	.45	1.35	2.50	8.50
Dunlap	.40	1.00	2.00	7.00
Fairfax	.40	1.25	2.25	8.00
Fairland	.40	1.25	2.25	8.00
Gem (Everbearing)	.70	2.25	4.50	16.00
Massey	.40	1.00	2.00	7.00
Mastodon (Everbearing)	.70	2.25	4.50	16.00
Midland	.40	1.25	2.25	8.00
Missionary	.40	1.00	2.00	7.00
Premier	.40	1.25	2.25	8.00
Red Crop	.55	1.75	3.50	12.50
Red Star	.45	1.35	2.50	9.00
Robinson	.40	1.25	2.25	8.00
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Streamliner (Everbearing)	.70	2.25	4.50	16.00
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A complete line of well grown hardy plant material
Evergreens and Lining-out Stock

HEMLOCK

Rhododendron — Kalmia

Azalea

CURTIS NURSERIES

CALICOON, N. Y.

C. Norwood Hastie, Jr., and Mrs. Margaret Higdon. Mr. Wolfe demonstrated easy-to-use irrigation couplings and sprinklers. Mr. Hastie pointed out the many advantages of a Roto-hoe, which is excellent for cultivating in narrow rows, and he also exhibited a special flat hoe, to be used by hand, that he said worked better than the regular hoe. He also showed a hand cultivator to use where power-driven machines cannot be operated.

Mrs. Higdon exhibited a handy, folding label box, complete with compartments for labels, pencils, pen and India ink and providing writing surface, which makes tagging of plants in field or salesyard much easier. She also offered an idea to minimize the loss of tools in small nursery operations. By painting each set of tools a different color and assigning a different color to each employee who uses them, one person is responsible for each set. She found tools were also kept more orderly this way and loss was minimized.

Mr. Aichele described a burlap-cutting contrivance which has cut labor costs on this operation to a minimum at his nursery. He converted an ordinary skill saw to do the cutting by filing off the teeth of the saw blade and making it into a knife blade. He then constructed a table with divisions and guards on which the burlap is placed, making it possible for several thicknesses to be run under the blade quickly.

That afternoon the group went in a motorcade to Brookgreen Gardens to enjoy swimming, fishing and other forms of relaxation. The day's program was climaxed with the annual banquet in the beautiful dining room of the Ocean Forest hotel. Steve Stephenson served as master of ceremonies. In lieu of an after-dinner speaker Mr. Sticknell showed a film on South Carolina by the courtesy of the Esso gasoline company. Afterward all enjoyed dancing on the open-air pavilion.

The formal meeting was resumed Saturday morning with a talk on "Plant America," by John B. Wight, Cairo, Ga., vice-president of the American Association of Nurserymen. Appropriate to the subject, a huge green and white "Plant America" banner adorned the meeting room. Following Mr. Wight's talk, a discussion was ordered by the president on the "Plant South Carolina to Help Plant America" program. It was agreed to proceed with a definite course of action to be mapped by the executive committee, plus the following members from

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different sections of the state: C. T. Nelson, Anderson; R. B. Taylor, Greer; Eugene Dabbs, Walterboro; Steve Stephenson, Columbia; W. L. Jackson, Camden; John F. Brailsford, Orangeburg; E. P. Henderson, Bath; L. M. Staley, Sumter; J. P. Warrenfeltz, Rock Hill; John T. Bregger, Clemson; R. E. Marvin, Walterboro; Rudolph Anderson, Greenville; Mrs. Pearle G. Anderson, Cheraw; L. P. LaBruce, Myrtle Beach; E. O. Small, Georgetown; George W. Parks, Greenwood; E. L. Smith, Trenton, and Mrs. H. W. Weaver, Darlington.

Next Norwood Hastie introduced Johnson Small, of Charleston, who spoke on "Accounting and Tax Reporting for Nurserymen." Then the final business session was held, and reports of committees were heard.

Following adjournment of the South Carolina meeting, a meeting of the South Carolina chapter of the American Association of Nurserymen was held. R. B. Taylor was reelected to the presidency and Mrs. Margaret Higdon as secretary-treasurer. John Bregger, Peach Ridge Farms, Clemson, is the holdover delegate to the convention. C. Norwood Hastie, Jr., was elected delegate for 1952 and 1953, and J. F. Aichele, Jr., will serve as alternate.

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Various varieties.
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- KENTUCKY: "We certainly want to thank you for that beautiful stock that you sent us." (A carload.)
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AMERICAN NURSERYMAN

PLAINS NURSERYMEN MEET IN TEXAS.

The annual convention of the Plains Nurserymen's Association brought over fifty members from west Texas, New Mexico and Oklahoma to Midland, Tex., May 15. Registration was at a downtown hotel, and then the group took over the facilities of the former officers' club at Midland's air force base for all convention activities. Elected to office were J. A. Richardson, Richardson's Nursery, Midland, president; D. D. Bowman, Plainview, vice-president, and Ben F. Barron, Odessa Nursery, Odessa, secretary-treasurer. The new members of the board of directors are Tommy Scarborough, Lubbock; C. W. Carter, Abilene, and Zack McCorty, Amarillo.

Director J. A. Richardson opened the meeting with the introduction of Delbert Downing, manager of the local chamber of commerce, who welcomed visitors to the city. R. O. Kershner, Kershner Nursery, Lubbock, president, presided.

The principal speaker of the morning was Dr. W. W. Yoakum, horticulture department, Texas Tech College, Lubbock, who told of results of research on fruit and shade plants that have been found to be most adaptable to the southwest plains region. Experiments on the south plains have shown grapes to be the most dependable fruit for that area. As one of the best trees for the plains area for a combination of beauty and fruit, he recommended cherries, pointing out that almost any variety of sour or Duke is suitable. Dr. Yoakum discouraged the sale of sweet cherries in that part of the country. Another good fruit tree for that area, he told the nurserymen, is the plum. There are few professional fruit growers in the plains region of Texas, said Dr. Yoakum; so trees should be marketed with the stress on good summer fruits for home use. Since summers are so long and hot in that area, late fruits, such as winter apples sap the strength of the tree and are subject to prolonged insect damage.

He named several good drought and wind-resistant shade trees, among them Delta hackberry and Japanese maple. He concluded with the recommendation that nurserymen give some thought to utilization of the water runoff from watersheds to augment the limited rainfall on their ranges and spoke of methods for minimizing wind damage and sun scald.

After a delicious buffet luncheon



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"... We were terribly disappointed **except** for the roses we bought from you. Yours were excellent! Next year we will again buy your quality plants."—F. S. Florida

"... Many thanks for the grand service from you fellows. The bushes were the best we've had in years. Please book the attached order."—T. R. Texas

YES, HERE AT CO-OP WE OFFER MORE! Here is the largest exclusive rose refrigerated storage in the South. Others enjoy doing business with us. You will too—Write for New 1951-1952 Trade List

CO-OPERATIVE ROSE GROWERS
TYLER, TEXAS

the group heard J. B. Baker, Baker Bros. Nursery, Fort Worth, director for region 5 of the American Association of Nurserymen, report on recent activities of the A. A. N. He compared advertising by other industries with that by nurserymen and showed how some of it promoted sales of nursery stock and landscape jobs. He pointed out how other industries have done a better job of creating a desire for their products. He concluded with a discussion of the A. A. N. group insurance plan.

The afternoon program was concluded with an open discussion, and members gave reports of winter damage, drought conditions and general business pictures in their respective areas and general problems. A considerable portion of the discussion period was devoted to the industry problem of more stringent legislation and regulation governing the licensing of nurserymen, and the problem of the disreputable transient dealer. A resolution was passed to appoint a committee to work in coordination with a committee of the Texas Association of Nurserymen for seeking better legislation and stricter enforcement of existing laws against unlicensed and unscrupulous purveyors of nursery stock.

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The ideal permanent evergreen ground cover plant for shady areas in all climates. Strong, well rooted, 1-yr.-old plants, \$3.75 per 100; \$35.00 per 1000.

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PEEKSKILL NURSERY SHRUB OAK, N. Y.

Georgia Growers Meet

The fourth annual growers' conference, held at the college of agriculture, University of Georgia, Athens, May 21 and 22, drew an attendance of seventy-six growers of nursery, bulb and florists' crops from all parts of the state. The featured speakers on the nurserymen's program were Prof. Fred C. Galle, University of Tennessee, Knoxville; Edwin Kellogg, Jr., Kellogg Nursery, Douglas, Ga.; Grady Wright, Wright Landscape Service, Dublin, Ga.; C. A. Rowland, Jr., Evergreen Landscape Service, Athens, Ga., and Devon Brogan, department of horticulture, Georgia agricultural experiment station.

Professor Galle keynoted the conference May 21 by discussing "The Problems Involved in Producing More and Better Nursery Stock in the South." He emphasized the necessity of improving the quality of ornamental plants and deplored the low production of good shade trees of which there is hardly any supply to meet the demand. Problems are somewhat different in his state of Tennessee than in Georgia. It appears, he said, that the nurserymen of Tennessee are looking for buyers, while the public in Georgia is looking for good nursery plants.

Soil management is a major problem in the south, where temperatures are high and there is a lack of organic matter in the soil. Rotation of nursery stock with soil-improving crops is advisable. Pruning is a necessity for producing quality nursery stock. Pruning should be done not only to the aboveground parts of the plant, but also to the roots to facilitate easier handling of plants in transplanting. Irrigation is another major problem in the south, especially after the dry period in May. Many nurserymen who have installed irrigation systems find they have paid for themselves just by their use on lining-out stock alone.

Prof. Roy A. Bowden, floriculturist and ornamental horticulturist, University of Georgia, chairman of the conference, remarked on the great increase in the number of nurserymen in the state of Georgia for each 10-year period. He showed that in the past years the number of kinds of plants grown by Georgia nurserymen had decreased—from more than 700 in 1915 to less than 200 in 1950. He asked, "Has this been a normal process of eliminating plant materials that were

not needed or not satisfactory, or has this been due to specialization on a limited number of crops?" By periodically checking a cross section of nurserymen it has been found that more than ninety per cent of all ornamental plants marketed in Georgia are grown out of the state. This shows, he stated, that the nursery business in Georgia is at a low ebb. But it also means that there is a wonderful opportunity for expansion in order to supply the demand for plants within the state as well as for any other demand out of the state.

Landscape work in the south has become stereotyped, because of a lack of a variety of plants, he said. The major plants now used are azaleas and camellias. The use of the better broad-leaved evergreens needs to be extended.

The afternoon session for nursery-

men was presided over by Prof. R. L. Keener, of the department of horticulture. The first speaker on the program was Professor Galle, who discussed "The Ramifications of Budding and Grafting as Related to Greenhouse and Nursery Plants." The nurseryman too often uses the same old methods of grafting that have been used for centuries without trying other old and new methods that might possibly prove better. Consequently, the whip or tongue grafts have been used on all kinds of plants. But there are many plants which respond better to the wedge graft, so that the scion plants become better established.

It is possible to graft the Chinese fringe tree to privet rootstock by the wedge method, and there are some possibilities for eliminating noncompatibility in chestnut grafting by this method, said Professor Galle. The grafting of chestnuts by the wedge procedure is under experimentation now through cooperation with the Tennessee Valley Author-

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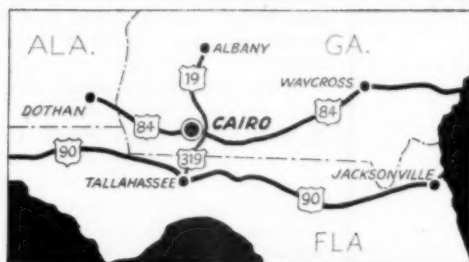
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Large plants, 5 ft. and up.
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AMERICAN ARBORVITAE, 10 ft.
An assortment of heavy stock for landscaping.
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ity. Wedge grafting of the Chinese fringe tree has been done successfully at the University of Tennessee, with the fringe tree becoming established on its own roots during the first season. This is important, since this tree is difficult to root from cuttings and the source of seeds is practically nonexistent.

Other discussion brought out the possibility of grafting camellias onto an unrooted cutting and then rooting the understock. Professor Galle advocated propagating pink dogwoods by rooting, as they can be reproduced more easily by this method, though it cannot be used late in the season. He pointed out that white dogwood does not root easily; so budding and grafting are, perhaps, better methods to use with this plant.

In discussing "The Cultivation and Fertilization of Nursery Crops in Georgia," Grady Wright brought out many of the factors facing the nurserymen in plant production in the state. In 1950 he fertilized heavily, as usual; so his nursery crops were in a vigorous state of growth when the November freeze occurred. Therefore, he took a terrific loss in plants. But considering all the advantages in growing nursery crops with heavy fertilization, he has no intention of changing his methods.

Next C. A. Rowland, Jr., told of his observations on "The Effect of the Excessive Cold Weather on Some of the Nursery Plants in Georgia During the Winter 1950-51." So many plants that heretofore were considered hardy in the northern part of the state, such as ligustrum, showed the most damage. Some of the nurseries experienced a complete loss of all these so-called hardy plants. Other stock, supposedly more tender, such as camellias, showed little injury, and many of this type of stock none at all. He pointed out many facts relating to cold injury of nursery plants, such as where irrigation



J. R. Boyd, President John T. Boyd, Vice-president
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had been practiced too late in the fall. Those plants that had been properly fertilized and where the content of carbohydrates had been developed to a high level were not injured.

Following Mr. Rowland's discussion, an open panel was held concerning cold weather injury. It was learned that for the past four or five years many nurserymen in the south had followed the practice of fertilizing late in the fall. The effects of this fertilizing were shown to be in part responsible for excess winter injury. It seems evident that the old practice of not fertilizing after July is still sound. In general, however, the conclusion drawn on winter injury was that it was dependent upon the degree of dormancy of the plant in the late fall.

The discussion on winter injury was received with such enthusiasm that it was necessary to call time to hear a talk for the combined assembly on "Present-day Materials Used for the Control of Diseases Inside and Outside." However, it proved impossible to end the discussions in the separate nurserymen's, florists' and bulb growers' sessions; so this part of the program had to be omitted.

The next session for nurserymen opened at 9 a. m. Tuesday with Devon Brogan, assistant horticulturist at the Georgia agricultural experiment station, presiding. M. J. Kiser, of the Callaway Educational Association, La Grange, discussed "The Necessity of Better Practices in the Preparation, Establishment and Maintenance of Lawns." If good lawns are to be had, soil aeration is necessary. Grasses must root deeply if they are to withstand the weather conditions in Georgia, and the only way to obtain deep rooting and avoid stemmy grasses is to aerate the soil with the proper amount of lime and organic matter, thereby bringing about the necessary air circulation to obtain oxygen in the soil. Mr. Kiser displayed types of mechanical soil aerifiers that are used successfully in establishing and maintaining lawns. Considerable discussion was brought about when Mr. Kiser stated that it required about three years to establish a good lawn of Bermuda grass.

Next followed a discussion of "The Problems of the Nurserymen and Servicemen in the Maintenance of Ornamental Plants," by Edwin Kellogg, Jr. His talk proved to be one of the most interesting at the meeting. He pointed out that, in order for nurserymen and servicemen to



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function properly, it was a constant job of educating the public to better practices in fertilization, spraying, training, pruning and watering of plant materials. He stated that he made a practice of visiting every homeowner in the vicinity, whether or not he had sold him some plants or done any work for him. This method of contact must, of necessity, be rapid. Therefore, he simply made a quick survey of the plant materials without disturbing the household and wrote the homeowner a letter suggesting certain things be done where they were needed. In most instances, he was seen looking over the property by the homeowner and recognized. In other cases the letter served the purpose of informing him that he had visited his home and noticed the needs of the premises. He stated that, without an exception, these visits were always appreciated, and business resulted from them. Therefore, he stated that any investment of time made by a nurseryman and maintenance man was more than paid for by new business. He said that his services had been in such demand that he could not begin to fill requests so promptly as he should, even though extra help had been employed to the maximum.

Devon Brogan followed with a discussion on "Newer and Better Methods of Propagating Nursery Plants." He stated that the newer techniques in applying old methods seemed to be most important in propagation work today. The three media most universally used for propagating are sand, peat moss and vermiculite. Combinations of these are being used by many propagators. Since 1939 the use of liquid and powdered plant hormones has become common.

More nursery plants are being propagated in greenhouses than ever before, said Mr. Brogan. However, coldframes are still extensively used, and some nurseries practice chiefly the open field method of propagation. Conditions favorable for plant

[Concluded on page 43.]

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This Business of Ours

Reflections on the Progress and Problems of Nurserymen

By E. Sam Hemming

AN ARTICLE FOR LANDSCAPE MEN.

In the May, 1951, issue of *House Beautiful* there was an article by Dr. Joseph E. Howland, the garden editor, entitled "Landscapes Without Waiting." The substance of the article and not the title makes it of utmost importance that all nurserymen interested in landscaping read it. It contains the best, in fact, the only true interpretation and delineation of the service capabilities of the modern landscape nurseryman that I have yet read.

The article finally and, we hope, permanently destroys the myth that, because a landscape architect is employed by a nurseryman, the latter is without professional education, competence or artistic sense and that his sole aim in life is to sell a bunch of spiraeas, arborvitae and junipers.

The article is part of a comprehensive analysis of the design, construction, decoration and landscaping of the magazine's "Pacesetter" homes. Designing, construction of paved areas, terraces, fences and walls and planting of lawns, trees and other plants are covered completely, including information on climate control.

In fact, although the article was written from the purchaser's angle for the lay gardener, I can find but one minor criticism, the sentence, "They devote their full time to working with small gardens and are held strictly accountable by the client for the health of the garden they design, install and maintain." Personally, we had to discontinue our guarantee without reservations, for we found that the public, largely through ignorance, abused it. We still strive to keep our customers happy in this respect, but place some of the responsibility on them. A hard and fast rule is impossible.

The author's comment that the best way to distinguish between a landscape nurseryman and a nurseryman is that the former furnishes construction services of a landscape nature as well as planting, while the latter does only planting. I have no quarrel with this definition, but I still think the landscape nurserymen could solve the problem of definition by giving professional status to their professionally trained employees.

Dr. Howland's comments to the effect that we are quite willing to supply the plants desired and will supply choice specimens to suit the artistic purpose were kind and just. Nurserymen have been accused of just selling plants, which is sometimes true, but I know of many a plant lover nurseryman who either went broke or spent his profits raising the difficult, choice and unusual plants. But the author is too kind when he says that we can move almost any plant with the assurance that it will thrive. We move many a difficult plant with misgivings and tell our customers so.

The remarks in this article on the cost of specimen plants, on the cost

of planting and the time required to do the job thoroughly and completely should be helpful in removing some of the unfortunate ignorance so much of the public has of our methods. There is even a paragraph explaining the wide variance between bids on a job. We find it quite difficult to explain to our clients that we can put in a lawn for \$200 per acre or for \$600 per acre and give them an honest job in both instances.

The article closes with the much-needed thought that gardens do not last forever and that time is an important element in the garden. It recommends that gardens be revamped every ten years, which is ideal and even better for us than our own usual suggestion of fifteen years.

If you have not already read this article, it will be worth your 50 cents to buy a copy of the issue in which it appears just to have it handy to convince a doubting customer of

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Wayside Gardens

some of the things that are so often
hard to explain about landscaping.

E. S. H.

FRAGRANCE IN PLANTS.

Fragrance in plants, particularly
of flowers, has been of interest to
man for centuries. Perfumes have
been made from the more obvious
examples, such as rose, jasmine, lilac,
gardenia, hyacinth, tuberose and a
number of others. The nurseryman
accepts this quality in plants and
flowers, but does little in the way of
encouraging the breeding of fra-
grance in plants. The number of cus-
tomers who are really interested in
fragrance is considerable; in fact, to
some it seems more important than
color.

Besides the obviously fragrant
flowers there are many other plants
that could easily be listed as having
fragrance as a desirable quality.
Plant breeders have only given fra-
grance a passing glance; if the new
plant has fragrance, all well and
good; if it does not, it seems to be
unimportant. Many of the newer
patented roses have much less fra-
grance compared to old-fashioned
varieties. The odorless marigolds of
the W. Atlee Burpee Seed Co. seem
to have been a success, but there do
not appear to be many other success-
ful plant promotions based on fra-
grance or its lack. A couple of years
ago we purchased and lined out some
sweet shrubs, and, until they flow-
ered and a customer complained, we
did not realize that the plants were
completely without fragrance. Their
odor is the reason why people buy
sweet shrubs. Virtually no customer
asks for any mock orange except the
fragrant *Philadelphus virginialis*.

The aroma to be found in plant
foliage, such as pines, bayberry and
boxwood, is particularly pleasing to
some people. All of us know the
pleasing smell of a pine forest, the
fragrance imparted by bayberry in a
burning candle and the faint, indes-
cribable yet attractive odor of old
boxwood, particularly after a rain.

Some odors, while sweet, are over-
powering. The other night while I was
driving on a strange road the strong
odor of black locust was particularly
noticeable when I passed through a
thicket of them, although I had not
noticed them in the car lights. Other
shrubs with similarly overpowering
fragrance are honeysuckle and old
privet.

When walking around the nursery
with customers, I have often seen
them stop and sniff as they pass such

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plants as *Elaeagnus pungens*, with its tiny yellowish flowers, or sweet-bay magnolia, with its large but not conspicuous flowers. The fragrance of *Viburnum carlesii* is so well known that it does not need emphasis.

Odors in flowers come from the slow evaporation of what are called volatile oils, chemicals which are akin to plant alcohols and which presumably occur in plants to attract bees and other insects, thus to insure pollination. In one instance the gas given off by plants will actually ignite when touched by a lighted match. *Dictamnus*, or gas plant, literally exudes enough of its lemon-scented gas to be ignited, but, in most cases, only an infinitesimal amount of gas is given off.

Of course, conversely, there are a few plants that have a very disagreeable odor, and this shortcoming must be overcome by other desirable qualities. The flowers of the Chinese chestnut are unpleasant, having an aroma not unlike chloride of lime. Two shrubs with displeasing odors are *Viburnum sieboldii* and *Euonymus sieboldianus* or *patens*. When in flower, the latter seems to draw great quantities of flies, making it not too popular at that time of the year. However, the plants with pleasing fragrance seem greatly to outnumber the others.

It would seem to me that the quality of fragrance could be emphasized more than it has been. When we enumerate the qualities of a plant in our catalog we should comment on this characteristic. When we propagate, select and breed plants we should give more than passing attention to this quality. E. S. H.

UNIVERSITY OF ILLINOIS BUILDING AT LISLE.

The University of Illinois has started construction on its new horticultural and drug experiment station near Lisle, Ill., immediately east of the Morton Arboretum.

An appropriation of \$65,000 has been made available by the University of Illinois board of trustees for the erection of the greenhouse and service units of the station, which will be used jointly by the colleges of pharmacy and agriculture.

The buildings will be constructed on a plot of almost eleven acres now being used by the college of pharmacy for the purpose of conducting a program of research on the domestic growing of plants from which drugs are obtained. Preliminary soil studies have been established, and plot de-

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velopment of the area is well under way.

Research at the new experiment station eventually will involve plant chemistry, soil analysis, plant breeding, pathological studies of plants and studies of insecticides, rodenticides and fungicides. These studies will be carried out by the college of pharmacy and the graduate college under the direction of Dr. Ralph F. Voigt.

The college of pharmacy also plans to develop as complete a collection as possible of living drug plants for teaching and research purposes.

The college of agriculture will conduct experiments which formerly were carried out at the Cook county vegetable experiment station at Des Plaines. It also will undertake other studies designed to develop landscape gardens and shrubs.

The greenhouse, 36x100 feet, and service buildings comprise two of the four units which have been planned for the experiment station. The other two units are field laboratories and academic elements, which include a chemistry laboratory, dark-room, botany laboratory, herbarium, pathology and entomology laboratory and a cold room. These units will be constructed later.

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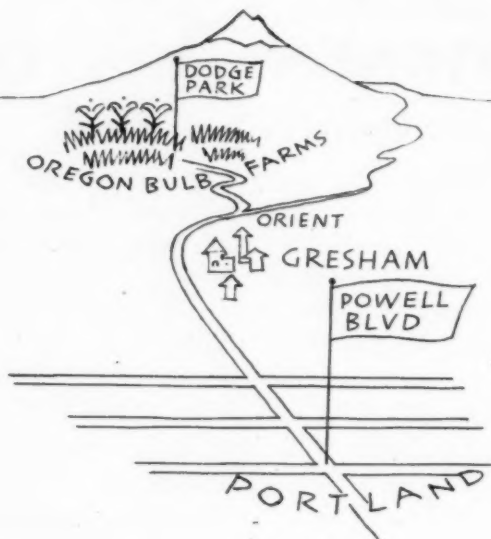
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ILLINOIS DIRECTORS MEET.

Because the rainy spring had delayed nursery operations, several absentees were noted at the meeting of the directors of the Illinois State Nurserymen's Association, June 7, the first held since March. Roy F. Clavey was host, at the offices of the F. D. Clavey Ravinia Nurseries, Inc., Deerfield, and he provided a much-enjoyed luncheon at the Thorngate Country Club, neighboring the property.

Routine business was transacted, except for the appearance of a guest accompanying H. F. Seifert, head of state nursery inspection. The guest was Dr. Ralph Voigt, director of the drug and horticultural experiment station being established by the University of Illinois on a site adjoining the Morton Arboretum, at Lisle. He sought data to promote the progress of the new undertaking, which is described in another column.

The directors of the Illinois A. A. N. chapter met briefly to select John Fiore as a delegate to the A. A. N. convention, along with Ronald R. Cultra and A. H. Berger. Alternates will be W. J. Smart, Arthur Schroeder and Ernest E. Tosovsky.

After luncheon Mr. Clavey conducted a tour of the nursery by those who wished, as he said, "to see holes, weeds and trees." The holes gave evidence of the heavy spring sales despite difficult digging weather, while the weeds were being rapidly brought under control. In shade trees there is an exceptionally large supply, along with a considerable variety of ornamental shrubs and evergreens, for the firm's landscape contracts. The heavily sheared yews and an occasional row of frozen-back shrubs testified to the record severity of the past winter in the Chicago area.

KRUSE SPEEDS SALES.

Two large signboards on which "Roses" appears in huge letters catch the eyes of motorists passing through Wheeling, Ill., on Highway 21, or Milwaukee avenue out of Chicago. For some years Ernest Kruse has made the Wheeling Nurseries headquarters for roses in Cloveret pots, selling several thousand plants each spring.

To speed service to the numerous buyers, he now fastens a numbered tag to each rose plant. The number corresponds to one accompanying a large color picture of the variety on a wall of the nursery office. At the

beginning of the season, these color displays cover two interior walls. As a variety is sold, the picture comes down.

Visitors select their roses from the pictorial display in the office. The numbers of their selections are marked on a sheet of paper by the salesman. The paper is then handed to one of a couple of colored boys, who assembles the potted roses in a wheelbarrow and deposits them in the customer's automobile. The salesman rings up the payment in the cash register, while guiding the next customer's selection of an order.

At the beginning of the season a 4-page folder was printed, presenting a careful description of each variety offered, to aid buyers' selections. This further reduces the necessary salesmen's explanations, though there is still plenty of conversation as the buyers make their choices and ask advice as to planting and care.

Paper sacks of fertilizers are stacked at one side of the office, ready to be added to rose orders. Other shrubs are offered in Clover-set pots, but their sales have not achieved the volume of the roses.

To place wholesale orders for next season, Mr. Kruse left for California in June, for the potted roses were sold out early this year.

HEADS NURSERY SERVICE.

Wray F. Hiltabrand is the new supervisor of the bureau of nursery service of the California department of agriculture, Sacramento. Previously assistant supervisor, he succeeds Lee Hewitt, who retired June 1.

APPRENTICE COURSE.

Nurserymen at San Diego, Calif., and vicinity have formed a nursery trade advisory committee to establish and coordinate an apprenticeship program for the local nursery business. The new program is open to both veterans and nonveterans, and courses are being offered at the San Diego Vocational School. During the apprenticeship period of three years, apprentices will receive instruction and experience in all branches of the nursery business, as well as related school instruction. A supplementary program for the occupation of landscape gardener has also been outlined and approved by the local committee.

Members of the committee include Milton P. Sessions, Milton P. Sessions, Inc., La Jolla, chairman; George James, of F. W. James & Son,



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National City, secretary; Herschel Hahn, Bayview Nursery & Garden Store, San Diego, and Howard Johnson, the Johnson Nursery, San Diego. J. H. Stephenson, of the San Diego Vocational School, is the general coordinator, and Marshall A. Ploof, also of the vocational school, will act as educational adviser to the committee. Louis H. LeVitre, field representative of the California Division of Apprenticeship Standards, San Diego, will assist the committee, employers and employees in establishing and maintaining their apprenticeship program.

LOS ANGELES MEETING.

The May 24 meeting of the Los Angeles chapter of the California Association of Nurserymen was held at Carpenter's Santa Anita, Arcadia, following the usual fine dinner.

F. C. (Tommy) Tomlinson, Select Nurseries, Whittier, reported the news of the trade. President Martin Usrey, Monrovia Nursery, reported on the plans for the state convention in September. Pressley Jones, the chapter's insurance agent, discussed the health and hospitalization plan.

Dave Cunningham, Descanso Distributors, Chico, introduced the program of the evening, a forum on "Why Pot Plants?" The panel consisted of R. E. Weidner, Buena Park Greenhouses; George Kobata, Kobata Bros.; Paul Boggus, Hughes Greenhouse, and Albert Parker, Roy F. Wilcox & Co. Each discussed a different phase of the care, handling and selling of flowering and foliage pot plants.

The next meeting will consist of a tour of the rose fields at El Monte with the evening meeting at Henry Conklin's packing shed where a barbecue dinner will be served.

R. E. Weidner, Sec'y.

JIM PERKINS PARALYZED.

James Perkins, son of Charles Perkins, president of Jackson & Perkins Co., Newark, N. Y., was seriously injured in an automobile accident last month. His skull was fractured in several places, and a resulting hemorrhage paralyzed his entire right side. He is in Highland hospital, Rochester, N. Y. Doctors hope for a complete recovery, but it will take a long time.

JACK HILL, of the D. Hill Nursery Co., Dundee, Ill., is home after several weeks in the hospital. Still receiving treatments daily, he is expected to recover fully from an attack of polio.

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Coming Events

MEETING CALENDAR.

July 12 and 13, conference in nursery and landscape management, Michigan State College, East Lansing.

July 15 to 19, American Association of Nurserymen, Roosevelt hotel, New Orleans, La.

August 1, New Jersey Association of Nurserymen, Howe Nurseries, Pennington.

August 1 and 2, Indiana Association of Nurserymen, Vincennes.

August 6 and 7, National Mail Order Nurserymen's Association, Hotel La Salle, Chicago.

August 9, Pennsylvania Nurserymen's Association, West Grove.

August 9 and 10, New York State Nurserymen's Association, Roger Smith hotel, White Plains.

August 13 to 15, Southern Nurserymen's Association, Hotel John Marshall, Richmond, Va.

August 21 to 23, Ohio Nurserymen's Association, Zaleski state park, Zaleski.

August 27 to 29, Texas Association of Nurserymen, Plaza hotel, San Antonio.

August 27 to 31, National Shade Tree Conference, Netherland Plaza hotel, Cincinnati, O.

August 28 and 29, Northern Nut Growers' Association, University of Illinois, Urbana.

August 30 and 31, short course for nurserymen, Ontario Agricultural College, Guelph, Ont., Canada.

September 24 to 26, California Association of Nurserymen, Ahwanee hotel, Yosemite National Park.

October 5 to 7, Texas rose festival, Tyler.

INDIANA MEETING.

The summer meeting of the Indiana Association of Nurserymen will be held August 1 and 2 at Vincennes, with Forbes Nursery, Simpson Orchard Co. and Littleford Nurseries as hosts, according to Frank J. Littleford.

PENNSYLVANIA DATE.

The Pennsylvania Nurserymen's Association plans to hold its summer meeting August 9 at West Grove. Secretary Wilbur Nisley will announce details later.

CONNECTICUT FIELD DAY.

The field day of the Connecticut agricultural experiment station has been set for August 22, the station's director, Dr. James G. Horsfall, has announced. Usually an annual event, the field day was omitted last year when the station was celebrating its seventy-fifth anniversary and other special observances were held.

This year the field day will be held at the station's experimental

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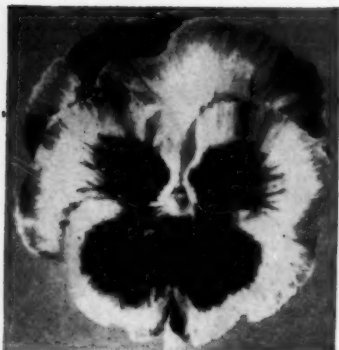
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farm at Mount Carmel and will be an all-day event. The field day chairman will be J. Peter Johnson, of the station's entomology department.

TEXAS DATES.

Dates for the annual convention of the Texas Association of Nurserymen, at San Antonio, will be August 27 to 29. Headquarters will be the Plaza hotel.

NUT GROWERS PLAN.

The forty-second annual meeting of the Northern Nut Growers Association will be held August 28 and 29 at the University of Illinois, Urbana. A tour of nut tree plantings in western Illinois has been scheduled for August 30 and 31.

CALIFORNIA RESERVATIONS.

Instead of the usual convention at a city, this year the California Association of Nurserymen will meet September 24 to 26 at Yosemite National Park. Headquarters will be at the Ahwanee hotel. Cabin accommodations may also be had at nearby Camp Curry. Rates are American plan, and meals will be served at the Ahwanee hotel. Reservations should be sent to Yosemite Park & Curry Co., Yosemite National Park, Calif. A deposit of \$10 is requested.

For those not driving there will be transportation by bus from Merced at 1 p. m. and 4:15 p. m., and the trip requires about two hours. Seat reservations should be requested when hotel reservations are made.

TEXAS ROSE FESTIVAL.

The annual Texas rose festival, sponsored by the Texas Rose Festival Association, Inc., will be held October 5 to 7 at Tyler. Rose nurserymen and civic groups are cooperating to present a 3-day program including tours of rose fields, a rose show, crowning of the rose queen, a parade, dances and other special entertainment. L. A. (Slick) Dean, of the Arp Nursery Co., is in charge of exhibits for the rose show.

OWNER of Echo Valley, an experimental nut farm near Toronto, Ont., and El Corsano, another experimental farm at South Miami, Fla., George Hebden Corsan, 94, recently suffered a broken neck after a 20-foot fall from a tree at Toronto. Mr. Corsan, who was married earlier in the year to a retired Toronto schoolteacher, is reported in good condition.

LOVELL PEACH PITS and RUBBER BUDDING STRIPS

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	Per bu.
1 to 5 bu.....	\$3.50
5 to 10 bu.....	3.25
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25 to 100 bu.....	3.00

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	1 to 10 lbs.	10 to 50 lbs.
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.020 gauge.....	\$2.75	\$2.65
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We supply the leading nurseries of America and also export.

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Landscape designer and salesman, one who can draw plans and sell his own jobs. Sufficient leads without having to do much soliciting. Commissions should amount to \$300.00 to \$500.00 per month, depending on ability. Old, well established nursery in Kentucky. Good job for the right man. References required. For information, address Box 802, care of American Nurseryman.

HELP WANTED

Experienced perennial grower wanted. Must know propagation and care of a complete line of perennial plants. This is an excellent position for the right man. Please do not answer unless you are qualified, we do not need amateurs. Write us full details, or for an appointment for a personal interview.

CARROLL GARDENS
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Foreman wanted. Must have good knowledge of shrub material and be able to take over shipping department and storage facilities. Give full particulars in first letter.

The WAYSIDE GARDENS CO.
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HELP WANTED

Field foreman capable of handling men. Rose-growing experience desirable. Write us full details or for an appointment for a personal interview.

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Salesmen, calling on nurserymen and florists, seed and feed dealers. Sell peat moss and nursery supplies. Central and eastern United States. Commission basis. Give age, experience, territory now covering, in first letter. Address Box 804, care of American Nurseryman.

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Nursery mart manager. Experienced and capable young man to manage both sales and growing operations. Wonderful opportunity. State experience, salary and give references. All replies held confidential.

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HELP WANTED—On Long Island. Propagator, man capable of taking charge of 3 greenhouses totaling 9,000 square feet, also seedbeds and frames, instructing and handling men. Must understand grafting of rhododendrons, also other ornamental plants, grafts, seedlings or rooting. Must furnish references. BAGATELLE NURSERY, P. O. Huntington Station, L. I., N. Y.

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If you have capital to invest, it will be to your advantage to investigate. We will gladly furnish full details. Write, giving information about yourself and capital.

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Nursery with 24-yr. established retail and propagating trade; 17 acres of land; 28 x 120-ft. service and office bldg., 10,000 sq. ft. lath house, 6,000 sq. ft. propagating greenhouses; some stock and equipment; 6-room dwelling. Located 10 miles east of Louisville, Ky., on U. S. 60, a 4-lane highway.

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Farnham Evergreen Nursery, located on Route 5, 20 miles west of Buffalo, N. Y. 7 acres of wonderful balling soil. 15,000 plants in field, about one-half Rhododendrons and Azaleas.

Tractor with all attachments, power sprayer, new 1-ton stake truck, many other tools. Greenhouse 25x75 ft., newly constructed, automatic heat, especially built for rooting. New storage building, 40x80 ft., 2 floors, has everything, including plant storage room, office, utility room, garage, supply room. A utility building, 18x38 ft., is also located for convenient use. The home is a modern 8-room house with 3 bedrooms, automatic heat and all conveniences.

This is a real buy. Asking \$30,000. Address your inquiries to:

FARNHAM EVERGREEN NURSERY

Route 5

Farnham, N. Y.

FOR SALE

Because of ill health am selling well established nursery and greenhouse on paved highway near Quad City. Buildings consist of all-modern, 4-room house, 9x26-ft. glassed-in porch, full basement; concrete block storage shed, 30x70 ft., with double garage on one side; 20x70-ft. greenhouse; 2 concrete block hotbeds; 10x30-ft. prop. house. Hot-water heat and oil burner. 2½ acres of nursery stock.

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Profitable, well stocked, well equipped nursery in eastern Tennessee. On double boulevard with main routes to south and southwest. Center of 300,000 population. All-year planting season. Owner retiring. Easy terms. Address Box 106, care of American Nurseryman.

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.000 Action Front	\$20.00	\$150.00
1500 Angelus	12.00	80.00
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500 Captain Wells	40.00	200.00
2500 Copper Rose	40.00	150.00
500 Elmoir	25.00	200.00
1000 Fair Elaine	15.00	80.00
300 Garden Magic	20.00	150.00
2000 Golden Majesty	10.00	60.00
250 Golden Treasure	12.00	90.00
500 Great Lakes	20.00	150.00
1000 Melitta	12.00	80.00
5000 Nightfall	30.00	120.00
500 Pink Reflection	75.00	...
400 Old Parchment	20.00	150.00
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2500 Keepsake	18.00	120.00
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250 plants sold at 1000 rate.
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EVERGREEN LINERS and CUTTINGS.
POT-GROWN EVERGREEN LINERS.

	Each	Per 100	Per 1000
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1-yr. 5 to 6 ins., own-root25
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1-yr. 6 to 8 ins.18
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Taxus media hickel15
1-yr. beds, 5 to 6 ins.14
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HEAVY ROOTED CUTTINGS.

From flats, rooted outside in lath house.
Each—Per 100 Per 1000
Juniperus communis ashfordi .. \$0.08 \$0.07
Arborvitae, American Dark Green .. .10 .09
Arborvitae, Pyramid .. .10 .09
Arborvitae, Globe Woodward .. .09 .08
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Deutzia gracilis .. .12 .10
2 per cent discount and free packing for cash with order.

200 plants at 1000 rate.
MIAMI NURSERY CO.
Tip City, Ohio
Member of American Association of Nurserymen and Ohio Nurserymen's Association.

	Each
10,000 Pfitzer and Hetzi Junipers.	
18 to 24 ins., light	\$2.75
18 to 24 ins., heavy	3.25
24 to 30 ins.	3.75
30 to 36 ins.	4.25
Euonymus patens, heavy, B&B.	
18 to 24 ins.	2.25
24 to 30 ins.	2.50

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Higginsville, Mo.

LAST OFFERING OF LINING-OUT STOCK, SPRING, 1951.

We offer for prompt shipment the following potted liners for shipment in new Bird Neponset Paper Pots at the slight added cost as per prices quoted in the first column.

Potted liners priced in the second column will be packed by the ordinary method used by most nurseries without the added protection of paper shipping pots. Rooted cuttings, bare-root liners and liners in Bird Vita-Bands are also priced in the second column.

The 1000 rate applies on all orders; therefore, please order in multiples of 25 or more.

	In paper pots	Without pots
Each per 1000		
Biota aurea nana, Berckmans	\$0.12	
Rooted cuttings .....		.19
2½-in. pots	\$0.20	.21½
2½-in. pots .....		.21½
Biota aurea nana globosa .....	.18	.17
Biota bonita .....		.10
Rooted cuttings .....		.10
Biota bakeri .....		.10
Rooted cuttings .....		.10
Biota excelsa .....		.10
Rooted cuttings .....		.10
Biota sibyll .....		.10
Rooted cuttings .....		.10
Cedrus deodara .....	.23	.22
2½-in. pots .....	.25	.24
2½-in. pots .....		.24
Juniperus chinensis pfitzeriana .....		.24
and Juniperus chinensis pfitzeriana compacta .....		.10
Rooted cuttings .....		.18
2½-in. pots .....		.18
2½-in. pots .....		.19
Juniperus chinensis pfitzeriana .....		.20
2½-in. pots .....		.22½
2½-in. pots .....		.21½
Juniperus communis columnaris .....		.25
compacta and Juniperus communis kilmol .....		.10
Rooted cuttings .....		.16
2½-in. pots .....		.16
2½-in. pots .....		.18
Juniperus excelsa stricta .....		.18
2½-in. pots .....		.18
Juniperus glauca hetzi .....		.18
2½-in. pots .....		.17
2½-in. pots .....		.19
Taxus cuspidata .....		.20
Rooted cuttings .....		.10
Taxus media andersoni .....		.10
Taxus media hickel .....		.10
Rooted cuttings .....		.16
2½-in. pots .....		.16
2½-in. pots .....		.19
Thuja occidentalis pyramidalis .....		.18
American Pyramid Arborvitae .....		.18
Rooted cuttings .....		.10
2½-in. pots .....		.18
Berberis argentea .....		.15
1½x2½-in. Vita-Bands .....		.15
Buxus sempervirens .....		.06
English Boxwood .....		.07½
3 to 4 ins., liners .....		.06
4 to 6 ins., liners .....		.07½
Camellia sasanqua .....		.16
Maiden's Blush .....		.19
2½-in. pots .....		.18
2½-in. pots .....		.18
Elaeagnus fruticosa .....		.12
3 to 4 ins., liners .....		.12
4 to 6 ins., liners .....		.15
2½-in. pots .....		.17
2½-in. pots .....		.20
Ligustrum lucidum compactum .....		.15
2x2½-in. Vita-Bands .....		.15
Viburnum tinus .....		.06
Rooted cuttings .....		.23
Loniceera Flamboy Beauty .....		.22
2½-in. pots .....		.35
Magnolia soulangeana alba superba .....		.40
and Magnolia soulangeana .....		.50
3-in. pots .....		.30
3½-in. pots .....		.35
4-in. pots .....		.40
Magnolia soulangeana nigra .....		.30
2½-in. pots .....		.35
3-in. pots .....		.35
4-in. pots .....		.35
Magnolia liliflora .....		.35
3-in. pots .....		.35
4-in. pots .....		.35

Prices subject to change without notice.
T. G. OWEN & SON, Inc.
Columbus, Mississippi

UNROOTED CUTTINGS OF PFITZER JUNIPER, 6 to 10 ins. long, not trimmed.

Moss packed; express only. \$10.00 per 1000. Cash with order.

KRONE'S FLOWER SHOP

4221 Grand Ave. Fort Smith, Ark.

THUJA SEEDLINGS.

	Per 100	Per 1000
Thuja orientalis tatarica (pyramidalis)	\$3.00	\$25.00
2-yr. 6 to 9 ins.		
Thuja orientalis aurea	3.00	25.00
2½-in. 5 to 8 ins.		

Shipped mudded and moss packed, these seedlings are giving satisfaction, as the many reorders and compliments attest.
The HARRIS GARDENS
Enterprise, Kan.

POTTED EVERGREENS.

For Summer Sale.
Potted in 1 to 5-gal. cans. Magnolia grandiflora, Cherry Laurel, Red-leaved Barberry, Euonymus japonica and others. Write for delivered prices in truckload lots.
Nandina seedlings for potting or lining out, 3 to 6 ins., \$25.00 per 1000. Can ship immediately.

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EVERGREEN PLANT MATERIAL.
ADVANCED LINERS in Azalea, Cornus, Cotoneaster, Ilex, Juniperus, Kalmia, Leucothoe, Pieris, Rhododendron, Taxus, Thuja, Tsuga, Viburnum.
Finished Trees in Colorado Blue Spruce. All Certified for Western Shipment.
Write for Wholesale Price List.

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16 Summer St. Weston 93, Mass.

GROUND COVERS

Vinca Minor, Periwinkle, Myrtle.
15 to 30-cane clumps, individually made up, 3 yrs. old or more. Fresh-dug, the finest ground cover \$40.00 per 1000. Pachysandra, 1 to 2 years old, \$50.00 per 1000.
2 per cent cash discount with order.
H. C. WAUGH
R. F. D. 2 Cheshire, O.

PACHYSANDRA TERMINALIS.
Strong, 1-yr., field-grown, \$65.00 per 1000.
HILLCREST GREENHOUSE, Franklin, Pa.

HARDY PLANTS

PERENNIALS. 2½-in. pots, heavy, greenhouse-grown. Hardened in coldframes. Pacific Hybrid Delphiniums in main varieties. Marconi Shasta Daisy, Robinson's Pyrethrum. Radiant Red Geraniums for bedding. All \$10.00 per 100.

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PERENNIALS.
New and Standard Kinds.
A most modern and complete selection.
New Wholesale List now ready.
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700 varieties and species.
Offered in our special wholesale price list of perennial seeds, plants. Sent on request.

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for Hardy Plants is
THE WAYSIDE GARDENS
Mentor, Ohio
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Pansies, perennials and rock plants in wide variety. Send for catalog.

PITZONKA'S PANTRY FARM
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Started field plants, 400 varieties Hardy Chrysanthemums, \$10.00 per 100. Surplus of 400 varieties Iris, \$5.00 per 100.

HILLVIEW GARDENS, Fort Madison, Ia.

TRITOMA, PFITZER HYBRIDS. Largest blooming-size plants, \$8.00 per 100. SEIFERT'S GARDENS, R. 13A, Evansville, Ind.

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can be easily and quickly turned into
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SHRUBS and TREES

MAGNOLIA.

Per 100

Magnolia soulangeana.	
Magnolia rustica rubra.	
12 to 18 ins., slightly branched.....	\$35.00
18 to 24 ins., slightly branched.....	40.00
Magnolia soulangeana nigra.	
Magnolia liliiflora.	
12 to 18 ins., slightly branched.....	30.00
18 to 24 ins., slightly branched.....	35.00
Magnolia grandiflora (Bull Bay).	
6 to 8 ins., transplanted.....	10.00
8 to 12 ins., transplanted.....	12.50
12 to 18 ins., transplanted.....	17.50

Priced for delivery Fall, 1951, and Spring, 1952. All well grown, nice stock.

BLACKWELL NURSERIES

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LINING-OUT STOCK.

We offer Chinese Chestnuts; Native Shrubs, Trees and Evergreens; Flowering Peach, Fruit and Shade Trees. Top-quality, dependable plants at reasonable prices.

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MISCELLANEOUS

Vinca minor, excellent evergreen ground cover, organically grown plants, \$16.00, \$24.00 and \$40.00 per 1000. As they run, \$20.00 per 1000. Earthworms, nature's best soil builders, increase rapidly. Starting unit (earthworms, capsules, easy-to-follow instructions that work) \$10.00. S. Rodkin, VARIETY NURSERY FARMS, R.F.D., Lambertville, N. J.

The Trade's Buying Guide—
The American Nurseryman Ads.

SUPPLIES

DAHLIA OR TREE LABELS.

Priced per 1000

3 1/2 x 5/8 ins., notched, not wired.....	plain painted
3 1/2 x 5/8 ins., wired (copper).....	\$2.50 \$3.00

POT LABELS.

4 x 4 ins. (cartons 1000 each).....	2.75 3.30
5 x 4 ins. (cartons 1000 each).....	3.00 3.60
6 x 4 ins. (cartons 1000 each).....	3.30 4.00

GARDEN STAKES.

8 x 3/4 ins. (cartons 250 each).....	2.00 2.50
10 x 1/2 ins. (cartons 250 each).....	2.20 2.40
12 x 1/2 ins. (cartons 100 each).....	1.40 1.60

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

"YOHO & HOOKER

Youngstown 2, Ohio

Made from a good grade of Southern Yellow Pine, since Cypress is not available. Standard specifications. Inside measurements.

KNOCK-DOWN FLATS.

16x12x2 1/2.....	\$18.82 per 100
16x14x2 1/2.....	24.98 per 100
20x14x2 1/2.....	24.56 per 100
20x14x3.....	28.68 per 100
22x15x2 1/2.....	28.14 per 100
22x15x3.....	32.63 per 100

All other sizes quoted on request. Prices F.O.B. Birmingham, not jobbers. Freight to any point is a small item per Flat. Our Flats are the best. Why pay more? Our quality guaranteed. Prompt shipment, any quantity. Attach check to order.

We make mixed shipments of flats, plant boxes and spray boards.

HIGHTOWER BOX & TANK CO.

Birmingham, Ala.

JUNIOR HORTICULTURAL PEAT.

A quality mixture of Sphagnum, Sedge and Reed Peats; 94 per cent organic; pH 4.5; contains nitrogen. Many customers say, "Best peat we have ever used."

Available in Polythene-lined burlap bags (120 lbs.), neat Satchel cartons, (35 lbs.) and in bulk.

Ready to use, no hard lumps, no pre-soaking necessary. More organic matter for your money than in clear Sphagnum baled peats. Ask for prices.

JUNIOR PEAT CO.

481 So. Main St. Geneva, N. Y.

REDWOOD FLATS, K. D.

Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. inside measure, \$42.00 per 100.

1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., \$3.50 per bd.
50 pcs. to bundle, 6 ft., \$4.50 per bd.
50 pcs. to bundle, 8 ft., \$5.50 per bd.

Ship same day. Cash with order, please.
YOHO & HOOKER, Youngstown 2, Ohio

WISCONSIN'S QUALITY SPHAGNUM

MOSS.

Clean, long-fibered, solidly packed in burlapped or wired bales of standard size, direct from drying beds. None better.

Trucked when feasible.

WARRENS MOSS CO., Box 7, Warrens, Wis.

PAY LESS FOR WOOD LABELS. High quality, fully guaranteed. Write for prices and samples. ANTHONY & CO., Escanaba, Mich.

MINNESOTA WHITE CEDAR FLATS.

12x16x2 1/2.....	\$20.25 per 100
14x20x2 1/2.....	24.00 per 100
14x20x3.....	27.00 per 100

Other sizes quoted on request. Also crating and other lumber. Aspen and Pine. F.O.B. Cook, Minn. Please attach check.

H. C. HILL & SONS, Cook, Minn.

PRINTING—Letterheads, Billheads, Statements, Cards, Envelopes, Tags, Blotters, Folders, Samples sent.

J. GARLAND HILL, Dept. A, Seaford, Del.

AVCO ADDS SUBSIDIARY.

Already a producer of farm equipment through its New Idea Division, at Coldwater, O., which makes transplanters for nurserymen, the Avco Mfg. Co. has announced further expansion in the field with the purchase of the Horn Mfg. Co., Fort Dodge, Ia.

The newly acquired company produces hydraulic loader attachments for tractors and also stalk shredders and wagon boxes. Horn products will be distributed through the New Idea Farm Equipment Co., and will complement the farm machinery line of the New Idea Division.

As a wholly owned subsidiary of Avco Mfg. Co., the Horn Mfg. Co. will be under the supervision of William M. Werner, vice-president of Avco and general manager of New Idea.

GEORGIA CONFERENCE.

[Concluded from page 31.]

propagation can be brought about in any type of structure where heat, light, moisture and air can be controlled within a reasonable range.

Mr. Brogan emphasized the fact that proper lining out of propagated materials was most important and perhaps one of the most neglected practices. He encouraged the growers to line out the cuttings early while the soil was cool, if losses were to be kept at a minimum.

Transplanting fluids can be used to a great advantage. One of the best is ammonia sulphate at the rate of one pound to fifty gallons of water, using one-half to one pint of this solution to each transplanted cutting. The survival is rapid with this practice. A panel discussion on plant propagation followed Mr. Brogan's talk and was led by Mr. Galle.

The Tuesday afternoon session was presided over by Dr. Julian H. Miller, head of the department of plant pathology, University of Georgia. The program consisted of a panel discussion on the control of insects and diseases. Among the most noxious diseases and insects of ornamental plants in Georgia are root knot nematode, woolly aphis, crown gall, damping off, trunk borers, cottony-cushion scale, azalea flower blight, camellia dieback and white fly.

OBITUARY

Earl Spencley.

Earl Spencley, of Spencley's Flowers & Nursery Co., Peterboro, Ont., Canada, was killed in a fire May 19 that destroyed a building containing several stores and offices. Mr. Spencley, whose shop was near the burning building, volunteered his services in fighting the fire. When the fire was pretty well under control, he and three firemen, who also were killed, entered the ground floor to check the situation. The roof collapsed upon them, and it is believed that all four men died instantly.

Mr. Spencley was 34 years old and an army veteran. He had been operating the business at Peterboro for more than two years. Surviving are his widow and two children.

John F. Fonder.

John F. Fonder, owner of Permalawn Products Co., Evanston, Ill., died June 6. He was stricken fatally while cutting the lawn at his place of business. He was 51 years old.

Survivors include his widow and a daughter, Mrs. Jacqueline Pachette.

William A. Peterson.

William A. Peterson, who in 1903 succeeded his father as owner of the Peterson Nursery, founded by the latter in 1856, on Chicago's north side, died June 6 at St. Petersburg, Fla., at the age of 84.

He was born at the corner of Kimball and Peterson avenue, where the nursery of 500 acres was located, sold in 1926 for subdivision. Growing ornamental trees and shrubs, the Peterson Nursery was noted for its large plantings of peonies in later years.

Mr. Peterson was an original member of the Cook county forest preserve commission and the Chicago planning commission. A large stockholder in the old State Bank of Chicago, he was noted for his philanthropic as well as civic interests.

After services at St. Petersburg, the body was brought to Chicago for interment in Rosehill cemetery. Surviving are his widow, a daughter and two sons.

MANAGER of Peter Henderson & Co., Jersey City, N. J., Charles Littlefield was honored May 22 by officers and department heads with a birthday party in the cafeteria of the firm's new building. Mr. Littlefield has been with the company for sixty-four years.

BIG TREE MOVER

- ✓ Handles up to 12-inch trees.
- ✓ "Rocks back" for easy loading and unloading.
- ✓ "Rocks forward" for balanced load on truck.
- ✓ Two sizes . . . custom fitted to your truck.
- ✓ Fits any standard truck chassis.
- ✓ Superstructure removable for other truck use.
- ✓ Proved in use for years by nurseries and park departments all over U. S.
- ✓ Saves time and labor on the big, profitable jobs.



Write for detailed specifications and prices

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KANSAS CITY 2, MO.

METAL LABEL MARKERS

Immediate Delivery

Steel wire stakes with galvanized or green enamel finish—Aluminum and Galvanized Labels.

Also other Ideal Garden Gadgets.

SEND FOR
DESCRIPTIVE FOLDERS
TODAY



LANSING SPECIALTIES MFG. CO.
LANSING 12, MICH.

KEEPS ROOTS MOIST

* When packing bare roots or deciduous stock for shipment or storage, use Wood Feathers brand cedar shavings (red cedar shingle tow). There are 3 reasons for Wood Feathers' superiority:

1. Large moisture-absorbing capacity.
2. Will retain moisture for a long period of time.
3. Economical and easy to use.

Wood Feathers
BRAND
CEDAR SHAVINGS
P. O. BOX 98 NORTH PORTLAND, ORE.

NO-DRI PROTECTIVE WAX EMULSION

Spray, paint or dip transplanted trees and shrubs to reduce loss of moisture and winter wind burn.
55-gal. drum....\$63.25 5-gal. drum....\$7.00
30-gal. drum.... 36.00 1-gal. can 3.00

RABBIT REPELLENT

Protect young nursery stock. Nonpoisonous. Applied by spraying or painting.

55-gal. drum....\$74.25 5-gal. drum....\$10.00
30-gal. drum.... 54.00 1-gal. can 3.00

BORER REPELLENT

Dogwood and many other ornamental trees should be protected from borer damage. Nonpoisonous. Simply brush it on as directed.

5-gal. drum....\$11.50
30-gal. drum....\$63.00 1-gal. can 3.00

C. P. O. INSECTICIDE SOAP SPREADER

Used extensively for twenty years to control scale insects, red spiders, lace bugs, aphids on ornamental nursery stock. Safe for summer use.

55-gal. drum....\$77.00 5-gal. drum....\$9.25
30-gal. drum.... 45.00 1-gal. can 3.25

All prices F.O.B. Philadelphia, Pa.

CRYSTAL SOAP & CHEM. CO., Inc.

6300 State Road, Philadelphia 35, Pa., Dept. AN.

Big "RAINBOW" Sprinkler



Sprinkles areas of 2500 square feet or more without having to be moved. Has 17 nozzles. Oscillates. Waters evenly. Adjustable for different size areas. Does the work of three or four ordinary sprinklers. Price only \$45. Money-back guarantee. Immediate shipment.

WHITESHOWERS, INC.

17514 Woodward Ave. Detroit 3, Mich.

Complete Overhead Irrigation

NATCHEZ.

[Continued from page 8.]

tortoise shell and filigree work of bronze and gold leaf.

Melrose, another of the Natchez homes to be visited by conventioners, is generally thought to be the most well preserved of all the ante bellum mansions. Its grounds, furnishings, portraits and books are all practically unchanged since the day when the house was built of bricks burned by slave labor. The size of the rooms seems enormous, and many of the heavy timbers are of heart cypress. Even the lighting system remains much as it was, with a wrought-iron lamp over each doorway in the hall. In the front drawing room is an interesting table, circular in shape, inlaid with delicately hued marbles to form a bird design. Originally each bird had tiny jeweled eyes, but soldiers picked them out during the Civil War. Over the mantel in the dining room is the Natchez landscape painted by Audubon in the 1820's.

The first owner of Melrose, John T. McMurran, died when the steamboat Fashion was destroyed by fire near Baton Rouge, the tragedy which inspired John Hays' poem, "Jim Bludsoe." The outside kitchen and old-fashioned milk room at Melrose, used by Mrs. McMurran, are still being used by Mrs. George M. D. Kelly, whose family has been in possession for five generations.

The landscape of Melrose is of English design. A driveway sweeps through a natural park, and near the gate is a natural pool bordered with cypress trees. Near the house the drive forms a loop, inside which are planted flowering shrubs. Wild azaleas and dogwood flourish at Melrose, and there are several varieties of camellias for winter color, ranging from whites to scarlet.

One of the few Natchez estates still in possession of the descendants of its original owners is Lansdowne, also on the tour schedule. It was built by George M. Marshall soon after his marriage to Charlotte Hunt. Mrs. Marshall's father, David Hunt, reputedly the wealthiest man in Mississippi, gave them the 600-acre site with two plantations as a wedding gift.

Lansdowne is nearly a perfect type of Georgian architecture, with Doric columns and wrought-iron banisters bearing a lyre motif. A magnificence rarely seen in even larger houses is lent by the hallway, which has a lofty ceiling and runs the entire length of the 90-foot building. Most

of the original furnishings remain. In the drawing room is the floral French wallpaper with which the room was first decorated. Among the pictures still on the walls are a portrait of George Marshall, the first master of Lansdowne, and a painting by Sully of Levin R. Marshall. Also in the house are some of the original furnishings of Stratford Hall, the ancestral home of Robert E. Lee, which were brought to Lansdowne by the late Mrs. Agnes Shields Marshall.

The first Mr. Marshall to live at Lansdowne knew many of the celebrities of his day, and it is thought that Lansdowne was named for his friend, the Marquis of Lansdowne. He traveled widely, collecting rare plants, many of which still flourish in the garden, and art treasures.

The last of the homes to be visited by A. A. N. conventioners at Natchez is Montaigne, built in 1855 by Gen. William T. Martin, whose features are carved on Stone Mountain, representing Mississippi. When foundations were dug for Montaigne, a hand-hewn timber was found that gave evidence of having been part of some previous structure. It has given rise to a belief that the house may rest on the site of one of the earliest dwellings ever erected in the Natchez country. The belief is substantiated by records of land grants as early as 1702 and by the fact that the land was almost barren of trees when General Martin obtained it. He preserved the few remaining trees and planted the estate with many rare species.

General Martin called Montaigne after the original name of his family, who had been French Huguenots. The house, with its Romanesque columns and wrought-iron balustrades, he equipped with every comfort of the period, including a furnace and a gas plant of its own. It was decorated with Venetian mirrors and French hand-blocked Zuber wallpaper and was furnished in rosewood and cherry.

When the south talked of secession General Martin, a lawyer, opposed it, but when war seemed inevitable he organized the Adams county troop and served so well that he advanced rapidly from the rank of captain to that of general. During a skirmish near Shelbyville, Tenn., when hemmed in by 1,500 men, he made an almost miraculous escape, losing only a favorite saber. Some ten years after the war was over, the saber was returned to him because of an inscription near the hilt which bore his name, and it is still a cherished possession of the Martin family.

Because of his prominence in the

STOCK FOR FALL DELIVERY in the August 1 issue

Not only A. A. N. members but nurserymen everywhere will be looking forward to reading in the American Nurseryman all that transpires at the A. A. N. convention at New Orleans. The American Nurseryman will have complete coverage of the big convention and allied meetings, and the whole story will be in the August 1 issue, along with reports of several state meetings, conferences and short courses and other important news of and for the trade.

Our more than 7,700 readers are also 7,700 ready buyers for your stock, supplies and equipment for fall planting and shipping. Tell the trade what you have to offer by advertising it in the August 1 issue.

Last forms close July 20

Send your copy and instructions in time to reach us by the twentieth. If you'll be away at the A. A. N. convention, be sure to send your copy before you leave, or give your instructions to us at the convention.

AMERICAN NURSERYMAN

343 South Dearborn St.

Chicago 4, Ill.

army, General Martin's family suffered when federal troops entered Natchez. Their house was not only looted, as were others, but it was also occupied by groups of newly freed slaves. Chandeliers and mirrors were broken, and horses were housed in the drawing room. Only because of Mrs. Martin's quick wit does one of the Venetian mirrors remain today. As it was being carried away, she faced the vandals with a stone in her hand, saying that if they moved a step further she would smash the mirror. They left it unharmed.

To supplement the original furnishings which still remain, the present occupant of the house, Mrs. J. W. Kendall, whose ancestors have been natives of the Natchez country since the 1800's, has brought to Montaigne some of the furniture from her old home at Vicksburg. Among the heirlooms from her Vicksburg home are a hand-woven Austrian rug and a pier mirror which reaches from the floor almost to the ceiling in the drawing room.

Mrs. Kendall's son, Col. William Kendall, has collected over 150 varieties of camellias and is recognized as an authority on these plants. A new variety of camellia has recently been named after him by Magnolia Gardens & Nurseries, Charleston, S. C. Under his supervision, a rose garden is kept at Montaigne. In it are green terraces, a series of pools, flagged walks, a high brick wall and a background of trees covered with moss. The house is famous for its grounds and gardens.

Among the many other ante bellum homes at Natchez is Auburn, which has been deeded to the city for a park by the heirs of its builder, Dr. Stephen Duncan. Each detail of its construction was so perfectly planned that its spiral stairway has no support other than its own base. Corinthian columns support a wide front gallery. The house, visited long ago by such men as Henry Clay, Edward Everett Hale and John Howard Payne, stands in a virgin forest. Oaks and pines partially covered with gray-green Spanish moss surround the front and one side. A live oak, which grows on one side of the front walk, is believed to be at least 1,000 years old.

Also at Natchez is D'Evereux, reminiscent of a Greek temple, which was designed for William St. John Elliott by the architect Hardy in 1840. Hardy brought artists from the old country to assist in planning the garden. They placed it in the rear of the house, with a courtyard opening



Truck comes equipped with two tapered roller-bearing main wheels and ball-bearing wheel in swivel for sturdy service when used as dolly or trailer. Also available with three ball-bearing wheels at slightly lower cost.

SAVE Time and Labor with this **BIG HAND TRUCK**

Handle heavy jobs easier, faster, with fewer men. Get into places otherwise inaccessible to heavy equipment, without damage to established lawns.

HANDLES 40-inch BALL—1500 lbs.

SPECIFICATIONS

- Specially designed curved nose.
- Electrically welded—strong, sturdy.
- Equipped with three 4-ply 16-inch tires.
- Over-all width, 45½ inches.
- Over-all height, 7 feet 9 inches.
- Weight, 175 lbs., including 19-ft. chain.
- Attractive, professional appearance.

Write for folder giving details and prices.

— **Our NEW ADDRESS** —
THE GARDEN SHOP, Inc.

6315 West 75th St.
OVERLAND PARK, KANSAS

Phone HEdrick 3288 (Kansas City, Mo., exch.)

GOODRICH BUDDING STRIPS

are getting scarce. There have been one cut in the allotment of natural rubber for commercial purposes and two increases in prices.

Write for prices and place your 1951 order at once.

THOMAS B. MEEHAN CO., Inc.
DRESHER, PA.

BURLAST

BALL SAVER
ENDS RE-BURLAPPING

HILL'S NURSERY
P. O. Box 43 VICTORIA, TEXAS

A. M. & SON
LEONARD
PIQUA, OHIO
Knives - Shears - Pruning Tools
Nursery Spades - Grafting Supplies
WRITE FOR CATALOG

onto it and steps leading from each of three terraces to the others. On the highest of the three were brilliantly colored camellias and, on the second, roses and masses of delicately hued azaleas. At the foot of the lowest terrace was a natural lake with a boat in it, and at the far end stood a quaint windmill.

The master of D'Evereux entertained Henry Clay at one of the most magnificent balls ever given in Mississippi, and among his treasures was a portrait of Clay by Bahin. When he

For Best Results
Finest Imported

PEAT MOSS GERMAN — DANISH

Horticultural Poultry Litter

Clean — Dry
Standard Bales

Ask for Carload Prices.

**NEW YORK HANSEATIC
Corporation**

120 Broadway
New York 5, N. Y.

died, Mrs. Elliott closed the house. Later she gave it to a niece, Mrs. Bayard Shields, who added to the garden, which has now become celebrated for its size and for the beauty of its camellias.

Each ante bellum home at Natchez has a story, even though the only remaining symbol may be several hundred pecan trees such as those on the plantation at Brandon Hall. The hall was built by Gerard Brandon, an Irishman who became implicated in an uprising in northern Ireland

NURSEYMEN *Control Chickweed*

and other nursery weed pests with

WEEDNIX a selective contact weed killer



What it is—WEEDNIX (sodium isopropyl xanthate) is a dry yellow powder that is water soluble and is usually applied as a spray.

How it works—WEEDNIX is a contact herbicide that is not translocated. It is believed that it goes through the cell wall of the plant itself, eliminates chlorophyll and possibly some specific element necessary for proper physiological functioning of the plant. It decomposes quite rapidly on plant surfaces; consequently there should be no residue problems on food plants.

Use it on—herbaceous annual weeds such as purslane, pigweed, lamb's-quarters, redroot, chickweed, ragweed, crab grass, goosefoot and foxtail which have been success-

fully controlled with WEEDNIX. As a matter of fact, all annual grasses and broad-leaved plants less than 2 inches high can be satisfactorily controlled by WEEDNIX if properly applied.

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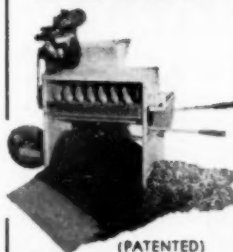
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before he was 20 years old and fled to America. Reaching this country before the revolution he became a colonel during the Revolutionary War. Soon afterward he settled in Natchez country and built Brandon Hall of hand-hewn poplar timbers as a protection against wild animals, Indians and bandits. It was the only house for miles that stood in plain view of the Natchez trace, the first highway in the southwest, and therefore many travelers sought shelter in it. One of these, after Brandon had refused to take payment, offered him a handful of pecans, the first ever seen in that part of the country. Mr. Brandon planted them and the result is the pecan tree grove of today.

Magnificent and unique is the octagonally shaped mansion called Longwood, a Moorish castle of thirty-two rooms overlooking a vast forest. In 1861, when the call to arms was sounded, workmen left tools and paint where they still remain in disarray today. Absence of stairways and empty niches to have held splendid statuary ordered from Italy are ghostly symbols of the tragedies of the war. Dr. Rush Nutt, the father of the builder, Dr. Haller Nutt, perfected a new variety of cotton after rot had practically destroyed crops in the south.

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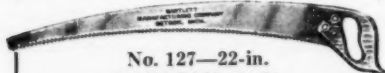
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REPORTS ON SPRING LANDSCAPE BUSINESS.

[Continued from page 16.]

same as Charles M. Boardman, president of the Farr Nursery Co., Weiser Park, Pa., who writes:

"The season was bad in April, due to considerable cold and rainy weather early in the month. This delayed the execution of jobs on order, but did not seem to deter the customer demand. Then we had a period of almost four weeks of drought during late April and most of May, but this has finally broken, and growing conditions are somewhat improved.

"As was prophesied last winter at many conventions, we have found that business has turned into a sellers' market, instead of the buyers' market, which had been the case for the past two years. The demand for landscape service and particularly for landscape plans and design is far ahead of last year. We have found that the customer is much more conscious about design than he is about the actual materials used in making the picture.

"The cash-and-carry business at our salesyard has been good indeed, with a marked increase over all previous years."

Labor Shortage.

A successful season is reported by L. B. Prince, secretary-treasurer of Andorra Nurseries, Conshohocken, Pa., though the shortage of labor was a problem. He writes:

"We tried to meet our help problem by setting up the most efficient digging schedule possible with our permanent force, itinerant laborers in this locality being practically worthless because their skills run to factory rather than agricultural work. Our planting problems were partly solved by endeavoring to have the customer arrange for the planting by his own gardener or by local landscape workers. We have been obliged to reschedule some jobs for fall planting because they could not be completed before summer.

"Our spring business was almost equally divided among retail, industrial and trade classifications. The stock required to fill these orders was from our entire list, with demand being heaviest on evergreen trees, azaleas and rhododendrons. Our inquiries for fall seem to be maintaining the volume of our spring business."

Hectic in Ohio.

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GROW. What's more, Cloverset helps you to advertise and merchandise your stock when you use Cloverset pots. Investigate this modern way of building a better nursery business; fill out and mail the coupon today!

PRICE LIST AND SPECIFICATIONS

TYPE	Height	Top Diam.	Nearest Clay Pot	Approx. Weight	PRICE			
SPECIAL LIGHT (Packed 200 in carton)					Per 200	Per 200	Per 1000	
No. 0	5½ ins.	5 ins.	6 ins.	25 lbs.	\$5.50	\$25.00		
No. 1	6½ ins.	6 ins.	7 ins.	37 lbs.	7.50	35.00		
No. 2	9½ ins.	7 ins.	8 ins.	50 lbs.	8.50	40.00		
STANDARD HEAVY (Packed 100 in carton; 300 or more at 1000 price)					Per 100	Per 100	Per 1000	
No. 0	5½ ins.	5 ins.	6 ins.	35 lbs.	\$3.25	\$30.00		
No. 1	6½ ins.	6 ins.	7 ins.	52 lbs.	4.50	42.50		
No. 2	9½ ins.	7 ins.	8 ins.	78 lbs.	5.00	47.50		
No. 3	9 ins.	8 ins.	9 ins.	88 lbs.	5.50	52.50		
EXTRA HEAVY (Packed 25 in carton)					Per 100	Per 25	Per 50	Per 75
No. 4	13 ins.	12 ins.		200 lbs.	\$7.00	\$13.25	\$19.75	
					Per 100	Per 100	Per 1000	
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in business," writes W. A. Natorp, president of W. A. Natorp Co., Cincinnati, O. He elucidates:

"Because of constant rain in October and an early freeze in November we were not able to do our fall lining out; also, many landscape jobs which would have been easily finished in ordinary years had to wait until spring. We had either snow, sleet or rain until the middle of April; so with a heavy demand for plantings we were somewhat bogged down.

"Fortunately, in the Cincinnati area help has been plentiful, and by putting on forty or fifty additional men we did a record business in April and May. As of June 1, our business was well ahead of last year. The demand is still heavy; so we have not been able to catch up with our work. We expect heavy demands throughout the summer.

"There is considerable building of houses in our area, and this should mean a good market for fall, 1951, for nursery stock and landscape jobs. The heads of both new and old factories are becoming more landscaped-minded. We have a number of large contracts for this spring and summer. Sales in our garden store are well ahead of last year. Our supply of roses was short and the de-

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Stop Crabgrass before it ruins your lawn. At your dealer's or write Scott's, Marysville, Ohio. Cost is nominal. Box—\$.79 and \$1.95 Bag—\$.85



mand so great that we could have sold several thousand more. General nursery stock, especially medium-size and larger-size evergreens, is not plentiful. We were not able to take additional wholesale orders for spring after March 1.

"Many of our hardy types of shrubs were damaged by frost such as forsythia, *Lonicera fragrantissima*, weigela, *Viburnum carlesi* and *Viburnum tomentosum plicatum*. A few of our broad-leaved evergreens were damaged also, especially *Euonymus patens*. These plants were not damaged in landscape plantings we had done, but we lost several thousand heavy salable plants in our nurseries. Most of our coniferous evergreens, especially taxus, came through in good shape despite the temperature of 15 to 20 degrees below zero which we had last winter. All of our lining out was finished in the nursery by the end of May despite several days of unusually hot weather, temperature rising to 93 degrees. However, we have had a few good rainy days, and most stock in the field looks very good."

No Summer Letup.

Activity at the Siebenthaler Co., Dayton, O., usually slows down by June 1, but there has been little slackening in either retail sales or landscape planting. With favorable weather, president John Siebenthaler looks forward to continuing writing during the summer. He writes:

"In spite of adverse weather, which began on Thanksgiving day and carried through to the middle of March, our sales volume shows a comfortable increase over that of last year. The largest increase has been in cash sales at the nursery, which indicates that more people are doing their own planting. Our landscape operations would no doubt have been even greater if it had not been for the many rainy days in March and April when we were not able to work.

"One of the big items in demand this spring was hybrid tea roses, and, fortunately, we had a good supply to offer. The severity of the winter weather damaged many plants, including mahonia, *Euonymus patens*, several types of viburnums, abelias and other plants of this nature, which meant that we had to use other plants as substitutes, which naturally limited the variety."

Severe Winter Damage.

"This has been the worst all-around season we have had in fifty

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**ONE MAN CUTS
600 SQ. YDS.
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years," laments Louis Hillenmeyer, Sr., as he tells how Hillenmeyer Nurseries, Lexington, Ky., fared this spring:

"While the 1917-18 winter weather was more severe and possibly damaged more trees and plants, the season just passed was even worse in many respects. We were virtually stopped November 13 because of snow and ice. Then the temperature dropped to 5 degrees below zero November 24 before we had sufficient frost and cold weather to ripen up

stock. We lost practically all of our pink dogwood as well as several thousand white dogwood that were planted in low ground. We have never seen such damage to dogwoods before. Many other supposedly hardy varieties of taxus, juniper, chamaecyparis and arborvitae were damaged or killed above the snow line, which was about eighteen inches. We grow few boxwood, but all we had were severely damaged or frozen to the ground. Abelia, nandina, California privet, Chinese

privet in the field, cherry laurel and many semihardy plants were damaged so they could not be sold. Most of this damage was probably because the plants were not sufficiently ripe.

"We lost a month of planting weather in the fall, which congested our spring operations. The spring season was late in opening and has been disagreeable most of the time since. We have had hot summer weather for a few days, and then it would get cold enough to snow. We opened up a new garden center this spring under difficulties, but the new project has fully come up to our expectation.

"Fruits of all kinds moved slowly, but there was a good demand for anything else we had to sell, if it was not frozen. Labor was in fair supply, but the quality has certainly not improved.

"With all the above handicaps we have managed to do a satisfactory volume of business. Our family having gone through more than 100 years of wars, depressions, droughts, etc., we are confident of the future and that the sun will continue to shine brightly in old Kentucky if we tend to business and keep working."

Trying in Iowa.

A substantial increase in spring business, with a heavy run on evergreens and cash-and-carry sales up about fifty per cent, was realized by Robinson & Parnham, Des Moines, Ia., under the most trying working conditions in their experience, which Harold Parnham describes thus:

"We were from ten days to two weeks late in getting started, and it seemed to us that it rained practically every other day. The Des Moines area has better than nine inches in excess moisture for 1951. With the loss of our outside foreman to the navy and the hesitancy of men to work in muddy wet weather, the labor problem has been anything but pleasant. Often after we had hired men, it would rain four or five days following, meaning no work for them, and at the end of such time they would not show up.

"Last fall's extreme drought coupled with severe temperatures the first half of the winter with no snow was hard on horticulture in general, and many trees and shrubs which had been established for years failed to come out this spring."

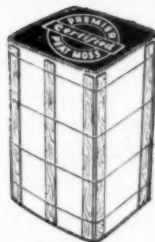
Ten Per Cent Increase.

The increased volume of business for Marshall Nurseries, Arlington, Neb., was probably caused more by net increases in prices than it was by an increase in tonnage of nursery

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stock actually moved, says Vernon Marshall:

"Our volume for the season is approximately ten per cent greater than a year ago, and while we have not been able to make complete checkup, we feel it is a satisfactory showing, even though profits may be somewhat smaller, since, of course, all operational expenses are somewhat higher. Many other types of businesses were complaining of the slowing down of their business through the months of March, April and May, but we did not find such to be the case in the nursery business.

"We had indications around March 1 that we were going to have an early spring; in fact, the frost was out of the ground. We could see ourselves getting started much earlier than usual in field work and in digging B&B evergreens. However, this was all changed almost before we got started, and we really started in the field about the usual time, just a few days prior to April 1.

"The labor situation looked somewhat serious, as we had a large volume of business. But we were fortunate in that the small manufacturing plant in an adjoining town closed down for lack of material and about fifty of its employees who were laid off came over en masse and looked for jobs, which, of course, we were glad to give them. They were good workers, and we had more help than we had had for the past two or three years.

"The spring weather was cold with considerable rain. Since these conditions prevailed over practically all of our trade territory, our customers did not care too much about their deliveries' being delayed.

"Our business is gradually going more toward the ornamental phase from year to year, with a corresponding decrease in the sale of fruit trees and small fruits.

"Planting in the nursery was seriously delayed by an excessive amount of moisture, which is some fifty per cent above normal since January 1. As a result, we completed our planting program in the nursery just before June 1.

"A number of our salesmen have already started a selling campaign for spring, 1952. We feel confident the sales will again be satisfactory, barring any unusual circumstances such as total war or disastrous crop conditions in the midwest."

Sees Active Future.

Looking ahead to an active summer in tree work and construction and to early fall planting, Harold S.

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Experienced florists who propagate everything from chrysanthemums to evergreens, realize that no single-strength root-inducing powder can propagate efficiently over so broad a range. That is why HORMODIN® Powder (Indolebutyric Acid Merck in diluted form) has been developed in three strengths to parallel the range of hormones in nature:

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Quick, accurate detection of diseases caused by bacteria, fungi, viruses, nematodes and nutrient deficiencies. Trees, shrubs, vines, flowers and vegetables are included. 746 pages, illustrated. (1950).

DISEASES AND PESTS OF ORNAMENTAL PLANTS,
by Dr. Bernard Dodge and W. L. Rickett.....\$6.00
Besides general chapters on diseases, insects and control measures, describes pests affecting some 600 species of plants in alphabetical order. 638 pages, illustrated. (1948).

SPRAY CHEMICALS AND APPLICATION EQUIPMENT,
by J. A. McClintock and Wayne B. Fisher.....\$6.25
Discusses methods of using spray chemicals, insects and diseases controlled by specific chemicals and methods of improving present pest control practices. Describes sprayers and dusters now available. About 500 illustrations. 320 pages. Third edition. (1949).

INSECT GUIDE, by Ralph B. Swain.....\$3.00
Tells how to recognize the larger group of insects. Gives more than 450 illustrations (330 in full color) and covers more than 250 insect species. 261 pages. (1948).

TAYLOR'S ENCYCLOPEDIA OF GARDENING,
by Norman Taylor.....\$5.00
Completely revised edition of the Garden Dictionary, expanded by over 1000 entries. New sections are devoted to soilless gardens, plant hormones, pest control, storage and deep freezing of vegetables. Illustrated with drawings, maps and diagrams. 1225 pages. (1948).

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When transplanting or starting
Nu Way soluble plant food

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Lessen root shock
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Use it once—you will always

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Nurserymen have discovered they could dig trees with gas and hydraulic power. After seeing our digger and literature, some have tried to build a digger for their private use. It cost them plenty, and still they do not have a good combination tool. We can build them better and cheaper than you can.

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CHICAGO HEIGHTS, ILL.

Reid, of the Park Nurseries of Holm & Olson, Inc., St. Paul, Minn., also comments on the season past:

"The season started late. In fact, there was no spring, as winter lasted right into summer. We are way behind and will not complete our work because of the short season, wet weather and lack of manpower. Wholesaler shippers held us back, too. Shipments were received late, and many cut us short on shrubs.

"Landscape work is good, and plant sales have been good from the start of the season. Sales of trees and shrubs are running ahead of last year; roses are selling well, and evergreens are holding their own, but perennials are moving slowly."

Longest Sales Season.

With the season opening about March 10 and continuing without interruption into June, W. W. Wilmore Nurseries, Denver, Colo., have had the longest sales season in their history. Scott Wilmore describes it further:

"A few snowstorms in March and April delayed us somewhat, but even so in all this time we have never had a chance to catch our breath. Business has been excellent. Generally people knew what they wanted and were willing to pay the price.

"About the only disappointing part of our business this spring was a lack of demand for fruit stock, this despite the fact that ninety per cent of the fruit trees lined out or planted by customers for the past three years were killed by a freeze last November 9 when the temperature fell to 18 degrees below zero.

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all the wholesale nurseries through our entire midwestern source of supply were greatly handicapped because of weather conditions, but the cost of truck and LCL shipments of back-ordered material, as well as stock received too late for 100 per cent sales purposes, eats into one's profits."

Increased Staff.

Yard sales are about five per cent over what they were for a comparative period in 1950 for Evans & Reeves Nurseries, Los Angeles, Calif., according to Jack Evans who writes:

"One of the most important aspects of our business is as landscape nurserymen, and our landscape sales are about thirty per cent greater than last year. This is due to the tremendous volume of both residential and commercial building that has taken and is taking place in southern California.

"We have increased our staff of landscape architects and salesmen to nine, and they are all extremely busy. One of our problems is to obtain sufficient experienced landscape labor to install our jobs. There is plenty of common labor available, but not much experienced help."

Favorable at Seattle.

Favored by good weather, the season started early and has lasted fairly late at Seattle, Wash., according to John B. Strander, of Strander Evergreen Nurseries:

"The greatest demand was for 'guaranteed hardy' varieties, as the public has not yet forgotten the devastating winter of 1949-50. Larger specimen plants were in heavy demand, but small economy-size plants moved slower. Compact and symmetrical plants moved slower than loose, strong character, 'free-form' plants. Sales of pines and yews led in the conifers; rhododendrons and skimmias in the broad-leaved; dogwoods, viburnums and flowering almonds in deciduous shrubs; flowering cherries and flowering crabs in the flowering trees, and tulip trees and sycamores in the shade trees."

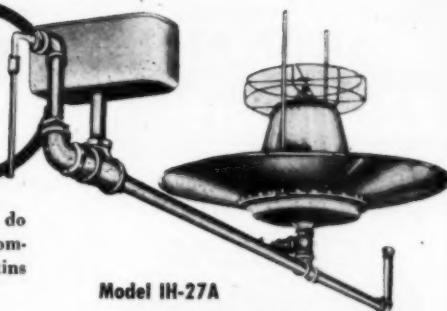
Stock Scarce.

"The demand for planting material has been fine, but good material scarce, after two bad winters," writes R. R. Williams, Puget Sound Nursery & Garden Shop, Tacoma, Wash. "Azaleas, camellias and most broad-leaved plants have been nonexistent, as a result of winter injury; rhododendrons came through better. I am afraid we are going to have trouble

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finding suitable material for planting the average home this coming season.

"Fruit trees moved slowly, but roses sold well. We had our labor problems, as the supply of seasonal help was not so good as usual."

PLANT NOTES.

[Continued from page 20.]

fused. The following notes may help the correspondent and, perhaps, point out some good material to others.

Several poppies from what is vaguely referred to as the Middle East, meaning what we of the old school knew as Asia Minor, have more than ordinary merit. The names are so confused that I never made an effort to apply them correctly, taking the good material, and there is much of it, and using it freely. The poppies are mostly more or less perennial, though often short-lived and sometimes actually biennial, especially if one's soil is heavy. They are also so amiable that they always leave their children behind to carry on their missions of beauty.

The foliage of many kinds is finely cut, making a lovely ornament in itself, and, when it is beautifully silvered, as it is in some cases, one has a truly useful plant. The flower color is mostly in shades of salmon, buff and orange, all valuable in creating pleasing garden pictures, and the flowers often come in an endless procession throughout the summer. Best of all, from the commercial grower's standpoint, they are generally quite easy to transplant, contrary to the usual poppy behavior. The following kinds, seeds of which have been listed in American catalogs of recent years, merit your investigation: *Papaver heldreichii*, *P. hyoscyamifolium*, *P. lateritium*, *P. schinzianum*, *P. triniaefolium* and *P. caucasicum*. All grow to heights from eighteen inches



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Actinea Herbacea.

After an absence of several years 1951 sees a few plants of Actinea herbacea in the garden, and their presence prompts a few words in their praise. It is a much-named plant, the genus being known at different times to different botanists as actinella, picradenia and tetraeneuris, as well as actinea. The last is the name used by our personal favorite in the native field, the seventh edition of Gray's "Manual of Botany." A. herbacea is peculiar in its range, being reported growing in Ottawa county, Ohio, and around Joliet, Ill. Why it is restricted to these two localities and why they are so far apart gives one a subject for interesting speculation. Whatever the answer to those two questions may be, the plant itself is worthy of the gardener's attention, growing in low tufts of rather spatulate leaves and bearing numerous heads, one and one-half inches or more in diameter, of bright yellow flowers. I have never seen it in nature, but in northern Michigan it does best in a sunny situation that is not too dry. Propagation for ordinary purposes may be accomplished by division of the tufts in early spring or directly after flowering, though more rapid increase would, no doubt, follow sowing of seeds in autumn.

The Cruciata Gentians.

Several letters received during the past two months indicate a growing interest in gentians. For instance, two inquiries last week specifically asked for a note on Gentiana cruciata. As I think that a brief note on the entire cruciata group will answer these and other requests, it is given here.

The beginner in gentian culture is usually advised to confine his first efforts to one or more of the cruciata group, most of which are dowdy plants of little merit, except that they have some brilliantly beautiful relatives and that they are easy to grow. I can see no reason, for instance, why any of the following dull species should take up garden space: G. dahurica, G. kesselringi, G. macrophylla, G. tibetica and G. walujewi. None of these, and others could be added to the list, have sufficient beauty to cause me to give them room, their only recommendation being ease of culture.

The species G. cruciata, which gives its name to the group, is scarce-

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ly to be classed with the ones just named, being less ugly and possessing a certain amount of garden value, though its 4-lobed, bluish flowers are much too small for their floppy, leafy stems. Its greatest value, as I see such matters, lies in the fact that one can have a passably good gentian at practically no trouble at all, the plant growing happily in any acid-free soil in sun or light shade, and only needing attention from the hose in the driest weather.

Now that the poorer relatives have been disposed of, one step forward brings us to *G. przewalski*, which, it seems to me, has been too highly praised by some gentian authorities, Farrer among others, when he said that it "is a very lovely person, whom everyone ought to have," and too plainly damned by the half praise of Mrs. Wilder, when she called it "a very good thing in its way." Somewhere in between these two extremes *G. przewalski*, a 6-inch plant with bright blue flowers in August, will probably find its true place. It is an easy-going plant for any sunny spot that is not desert-dry. All the kinds mentioned in this note grow readily from fresh seeds and grow rapidly into plants of salable size.

Some Thoughts on Pinks.

The approach of another dianthus season brings with it the urge to say a few words in their praise. I have the conviction that I could get along without any other family of plants with less sense of loss than I would feel in the absence of pinks. Of all our sun-loving plants they are one of the most easily grown, rewarding one bountifully for the small amount of care they require. One is likely to associate fragility with such delicate-looking plants as some of the alpine forms, but, with a few exceptions, there is no reason for it.

Anyone with some well drained soil in full sun may enjoy the charm and beauty of such easy-to-grow kinds as *Dianthus arenarius*, *D. deltoideus* and *D. plumarius*. These are the names that I learned many years ago, perhaps not the same as the new names given some of the species in Bailey's monograph. One may even leave off the requirement of full sun and still enjoy a number of pinks. That is true in this garden at least, for I remember growing two or three kinds in fairly dense shade without apparent detriment to the plants.

There are species, to be sure, that are difficult enough to intrigue the most seasoned dabbler in hard problems. But I am not certain that

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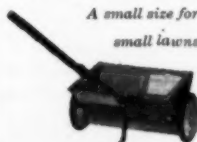


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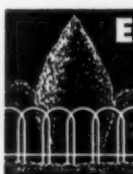
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some of the difficult ones are worth the effort needed. I can see that the mere solving of one of these knotty problems would be reward enough in itself for some gardeners, including this one when he had more time.

All of which is by way of introducing a few remarks about one of the miffs, *D. alpinus*. Any plant that needs the care this one does has to have a great deal to offer if I am the one to do the tending. I readily grant that it does have much in the way of beauty to offer its successful grower. On the other hand, it is apt to be miffed without any apparent reason, as it often is after producing an especially large number of flowers. Its foliage is similar to that of the maiden pink and its flowers are much larger and lovelier than maiden pink flowers. Even so, *D. deltoides* plants are no trouble at all and I shall try to stick to that species through my old age. I suppose, though, that I shall try *D. alpinus* again. When I do, it will be given the highest, best drained location I can find, one where it can benefit from the morning sun but will be shielded during the hottest part of the day.

If the old adage "Pretty is as pretty does" is true, then *D. arvensis* is one of the prettiest of the family. It is easy to believe that it is a form of the Cheddar pink, for it is as easy to grow as that well loved plant and resembles it in a number of ways. It makes a mat of blue-gray foliage two or three inches deep, lovely enough in itself, which supports untold numbers of deep pink flowers in June. It is far less susceptible to damp than is *alpinus*, needing only the plainest soil if it is given full sun.

The glacier pink, *D. glacialis*, is generally considered a difficult plant. The belief was brought about, I suspect, by blindly following the notion that all pinks need lime. The glacier pink, a plant known in gardens as *D. freyni*, but perhaps only a smaller form of the incomparably lovely *D. callizonus*, and possibly *D. neglectus* need an acid soil and will not thrive on anything else. The ones mentioned in this paragraph are only for specialists, I might add, their behavior being so unpredictable that a grower making a living on delphinium, phloxes, asters and other easy-to-grow plants would soon go insane.

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This functionally sound plastic device is easily inserted into a potted plant—lets air, water and fertilizer get down to the roots. Thousands being shipped to Woolworth, Kresge and a large list of variety and department stores. A natural for greenhouse men. Sells for 10¢ retail.

SOILAIRE HAND TOOLS —*for Resale*

These plated, tubular, steel hollow tine tools are being bought in quantity by homeowners. The DeLuxe double tine for lawns retails at \$6.95. The Deeptine for trees and shrubs sells for \$4.75. Landscape men are finding these tools in big demand by homeowners.



ARE YOU STARTING A NURSERY BUSINESS?

While we continue to serve many old firms year after year, we feel it especially proper to introduce ourselves to the beginners in the nursery business.

To the new firms and young men now establishing themselves, we should like to extend our best wishes for success and call attention to the facilities of the D. Hill Nursery designed to supply your Evergreen needs.

THE COMPANY—The Hill Nursery is the largest exclusive Evergreen Nursery in America. The background of this Company is nearly a century of successful operation.

THE NURSERY—Over 600 acres of intensely cultivated fertile land, with the Nursery laid out according to recognized soil conservation practices.

HILL EVERGREENS—Hill Evergreens are offered for sale in various stages of growth. We discourage the sale of rooted cuttings and seedlings, since these items are often too small and weak for successful transplanting. Our efforts are concentrated on transplanted stock for lining out, as well as the finest-quality balled and burlapped stock for landscape use.

HILL LEADERSHIP—By concentrating our entire propagation efforts on ornamental Evergreens, we are better able to recognize, develop and produce select new varieties. Many exclusive Hill varieties have been introduced in the past and many more are in the experimental stage right now.

SHIPPING FACILITIES—Our freight shipments are hauled by truck from our Nursery direct to the largest freight yards in Chicago. This saves hours and days on the usual process of freight transfer.

Whatever your needs in Evergreens may be, Hill can serve you well. All of the listed facilities add up to just one thing—better stock and better service for our customers.

D. HILL NURSERY COMPANY

Evergreen Specialists

:-:

Largest Growers In America

DUNDEE, ILLINOIS